

CONNECTICUT PHARMACEUTICAL  
ASSOCIATION

1876 - *Story* - 1951

*Alice Esther Garvin*





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CONNECTICUT PHARMACEUTICAL  
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1876 - *Story* - 1951

*Alice-Esther Garvin*

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## *Foreword*

*When we first began plans for our Seventy-fifth Anniversary, our Diamond Jubilee, we decided to have a permanent memento of this event; namely, a history of the Connecticut Pharmaceutical Association since its founding in 1876. Our secretary, Alice-Esther Garvin, was commissioned to carry out this project, not only because of her willingness to do so, but also because she has access to all records, including her father's.*

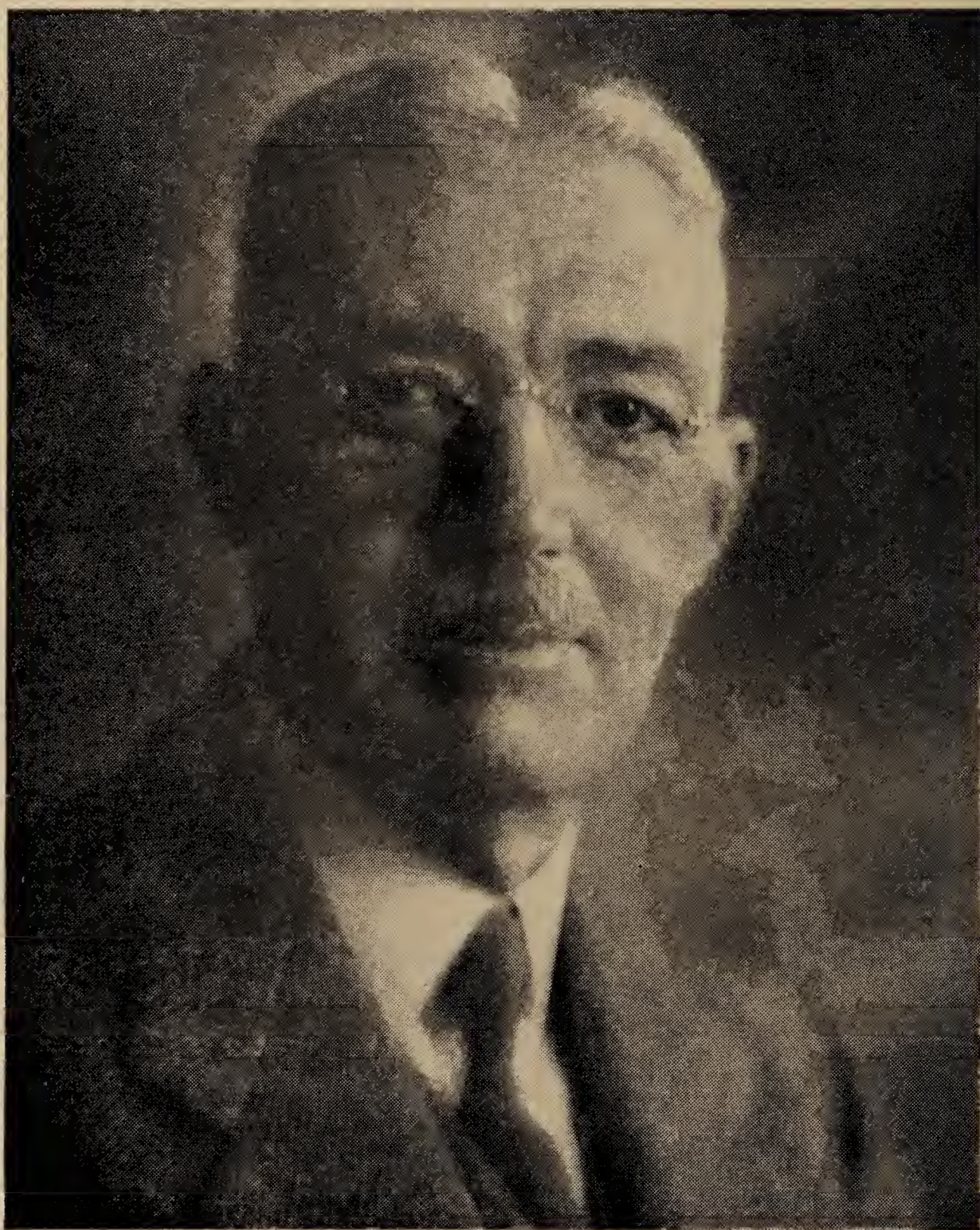
*We three were appointed a committee to review this STORY, and are proud to present it as an important entity in our Diamond Jubilee Celebration.*

*Felix Blanc, Director of Pharmacy  
State Pharmacy Commission*

*Raymond T. McMullen, President  
Connecticut Pharmaceutical Association*

*Raymond E. Mercier, Director  
Diamond Jubilee Convention*





P. J. GARVIN



## *Dedication*

*To Patrick Joseph ("P. J.") Garvin, whose entire life was given over to the progress of Pharmacy in our state and nation, we hereby dedicate this Story with all of our love, devotion, and appreciation.*

*"P. J."*

### *The Old Maestro*

*The fabric of his heart was human joys and cares  
Pierced with others' sorrows, swift to mirth;  
The years had brought him kindness; dawn was his,  
And sunset, and the brilliance of the earth.  
He had seen beauty and heard music; known  
Tears and laughter; loved; been loyally friended;  
Felt the thrill of work well done; not alone  
Loved flowers and colors and life.*

*All this is ended.*

*Is there a Death? He leaves a gold  
Unbroken glory, a pure, gem-like radiance,  
A scintillating shining peace beyond the cold.*

Born, Mitchelstown, County Cork, Ireland, November 29th, 1868.

Clerk, Parker and Ward Pharmacy, Stamford, 1884-1894.

Married Alice Elizabeth Foley, Stamford, April 23rd, 1894.

Owner and proprietor, Garvin Pharmacy, Bethel, 1894-1917.

President, Connecticut Pharmaceutical Association, 1909.

Secretary-Treasurer, 1911-1934

Charter member, Board of Trustees, Connecticut College of Pharmacy,  
1921-1934.

Lecturer, Pharmaceutical Jurisprudence, Connecticut College of Pharmacy,  
1925-1934.

Honorary degree, Doctor of Pharmacy, Connecticut College of Pharmacy,  
1928.

Honorary member, RHO PI PHI fraternity.

Died November 29th, 1934.

## *Acknowledgements*

*In order to achieve the publication of any book which requires research, an author must necessarily call upon other interested people for assistance. Therefore, before you begin reading this story, I should like you to know that without the assistance of the following people, not much could have been accomplished. My sincerest gratitude is hereby proffered to Director Felix Blanc; Chief Inspector Edmund E. Goodmaster and Inspector Joseph Moran of the State Pharmacy Commission; Marion Cheney, Librarian at the College of Pharmacy; Elizabeth R. M. Martin; and Hal J. Casey, Business Manager of the Connecticut Pharmacist.*

*We had hoped to include many pictures and cuts previous to 1930—pictures which were in the possession of Pelton & King, Printers, in Middletown, since Mr. Charles L. Bliss had done much of the Association work during those years. Unfortunately, a tragic fire destroyed all the Pelton & King records, and they are, of course, irreplaceable. Mr. A. R. Teta, of the Ideal Printing Company in New Haven has, however, placed all of his pictures and cuts at our disposal, without charge.*

*The real acknowledgments of and from this book, however, as the real acknowledgments of and from any book, go to those of you readers who will enjoy having it in your possession.*

A-E. G.



# CONNECTICUT PHARMACEUTICAL ASSOCIATION

## MEMBERSHIP 1876

Andrews, Frank E.,	New Hartford	Dikeman, Nathan	Waterbury
Alling, George N.,	New Haven	Duggan, James	Norwich
Alling, John J.	Westville	Edward, F. B.	Hartford
Barrows, F. W.	Hartford	Elliott, L. A.	New Haven
Barnum, F. W.	Danbury	Elsbree, G. L.	Meriden
Beers, Charles	New Haven	Fancher, George L.	West Winsted
Beers, N. J.	New Haven	Ferris, Gideon L.	New Haven
Beecher, E. S.	New Haven	Flaherty, M. O.	Hartford
Benedict, Willis	New Haven	Flint, Henry H.	Willimantic
Betts, Howard S.	West Meriden	Flower, James H.	New Britain
Bird, Byron H.	Bridgeport	Follett, George	Norwich
Blackman, A. S.	New Haven	Francis, Walter R.	New Haven
Blodgett, C. E.	Portland	Freeman, Charles N.	Plainville
Botsford, Charles B.	New Milford	Frisbie, E. C.	Hartford
Briggs, Charles A.	Waterbury	Gessner, E. A.	New Haven
Bristol, Charles E.	Ansonia	Goodrich, Stephen	Hartford
Bromham, John	New Haven	Goodwin, Lester H.	Hartford
Bronson, W. A.	New Haven	Griswold, Charles R.	Hartford
Browning, J. W.	Windsor Locks	Guernsey, William L.	New Haven
Buell, H. P.	Colchester	Gurnsey, S. F.	Southington
Burrows, D. C.	Meriden	Haight, W. B.	Stamford
Buttricks, George H.	New Haven	Halsted, Charles L.	Danbury
Calnen, D. P.	Hartford	Hanover, George B.	New Haven
Camp, Lester M.	Waterbury	Hanson, W. D.	Hartford
Canfield, Samuel H.	Seymour	Harrison, George J., Jr.	New Haven
Chandler, George P.	Hartford	Higby, James F.	Milford
Chapin, Frederick H.	Hartford	Hill, Charles B.	Branford
Coburn, John S.	New Haven	Hillard, William C.	Thomaston
Coe, Charles H.	Birmingham	Hillhouse, John T.	Ansonia
Collins, John L.	Westville	Hodgson, Jonathan	Rockville
Comstock, Fanny	New Haven	Holbrook, Charles S.	Norwich
Cone, James W.	Winsted	Hopkins, Frederick	New Britain
Converse, Charles R.	New Haven	Hunter, William G.	New Haven
Corbin, George H.	Fair Haven	Huntington, J. L. W.	Norwich
Cram, Samuel F.	Bridgeport	Jamieson, George A.	Bridgeport
Crary, Edwin	Hartford	Jenkins, J. T.	Plainville
Curtis, George	Hartford	Kellogg, Lucius D.	New London
Daboll, Horace H.	New London	Keney, George L.	South Manchester
Dearden, William S.	Norwich	Ketteret, Frederick H.	New Haven
Dickinson, F. P.	Hartford	Klock, John H.	New Haven

Lamping, George A.	New Haven	Rice, A. W.	Rockville
Lanman, J. T.	New London	Richardson, Harry J.	New Haven
Lanman, William C.	Norwich	Roe, James E.	Waterbury
Lee, George W.	West Winsted	Rogers, Frederick	Willimantic
Leete, Charles S.	New Haven	Salisbury, S. Lloyd	New Haven
Leonard, John	Willimantic	Saunders, George	Hartford
Lewis, Wilbur E.	Stamford	Sawtelle, A. W.	Hartford
Linde, George S.	New Haven	Sevin, N. Douglas	Norwich
Linde, Jacob	New Haven	Shelton, Charles E.	Bridgeport
Lyon, George R.	New London	Shepard, Durell	New Haven
Mack Roger	Bridgeport	Small, Eugene F.	Norwich
Main, Thomas F.	New York City	Smith, Evic A.	Waterbury
Marble, Geoge E.	New Hartford	Smith, George A.	Waterbury
May, James O.	Naugatuck	Spaulding, William A.	New Haven
Mattoon, Samuel J.	New Haven	Sperry, Hermon J.	New Haven
McNary, S. Rutledge	Hartford	Starr, Charles S.	New London
Messinger, William C.	Hartford	Stevens, F. S.	Bridgeport
Mix, Willis L.	New Haven	Stoddard, Henry H.	New London
Montgomery, Silas K.	Watertown	Storer, Charles B.	New Haven
Morgan, John A.	Norwich	Stoughton, D. G.	Hartford
Mosher, W. W.	West Meriden	Strong, A. L,	Suffield
Mugford, Harry	Plantsville	Strong, Nathaniel M.	Woodbury
Munger, George W.	Saratoga Springs	Stubbs, Charles D.	Bridgeport
Munson, Luzerne I.	Waterbury	Sykes, Edward S.	Hartford
Murphy, Charles E.	Waterbury	Thompson, Edward W.	New Britain
Nash, J. S.	Bridgeport	Thompson, J. H.	Bridgeport
Newton, Philo W.	Hartford	Thompson, William A.	Norwich
Nichols, J. C.	New London	Tomlinson, Edwin F.	Plainville
Norris, Senior G.	New Britain	Tracey, D. W.	Hartford
Noyes, Samuel	New Haven	Trumbull, Charles P.	Stonington
Olmsted, James	New Haven	Tuttle, Hezekiah, Jr.	New Haven
Osgood, Hugh H.	Norwich	Utley, Albert T.	Norwich
Palmer, E. T.	Stonington	Walkley, Edward L.	Wethersfield
Parker, H. L.	Fair Haven	Walkley, James M.	Hartford
Pease, Horton	Thomaston	Webster, Eugene A.	New Haven
Pelton, C. A.	Middletown	Weld, Calvin C.	New Haven
Pendleton, Harris, Jr.	Guilford	Wells, Romanta	New Haven
Phelps, Dwight	West Winsted	West, William B.	Hartford
Phelps, William J.	Danbury	Westbrook, George F.	New London
Pickford, Thomas	Wallingford	Wheelock Frank H.	New Haven
Pitt, John R.	Middletown	Whitmore, George A.	New Haven
Pixley, A. B.	Wallingford	Wilcox, Frederic	Waterbury
Powers, George W. H.	Bridgeport	Williams, John K.	Hartford
Powers, Henry O.	Bridgeport	Williams, Samuel P.	Waterbury
Pratt, F. W.	Southington	Wilson, Frank M.	Willimantic
Pratt, James H.	Southington	Wood, Alonzo F.	New Haven
Prowitt, Charles S.	Norwalk	Woodruff, Roderick S.	Waterbnry
Rapelye, Charles A.	Hartford	Woodward, Henry	Middletown
Rathbun, Julius G.	Hartford	Wyman, Eugene S.	Waterbury
Renouff, James T.	Winsted	Young, William B.	Norwich
Reynolds, William	Bristol		





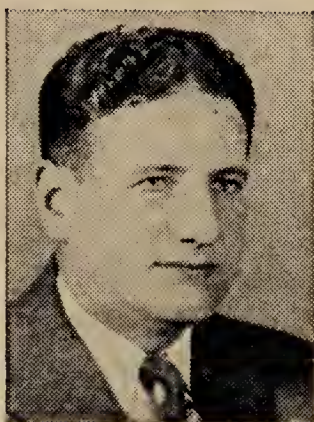
FELIX BLANC  
*Director of Pharmacy*  
*State of Connecticut*



PHARMACY COMMISSIONERS  
STATE OF CONNECTICUT



WILLIAM DUNPHY



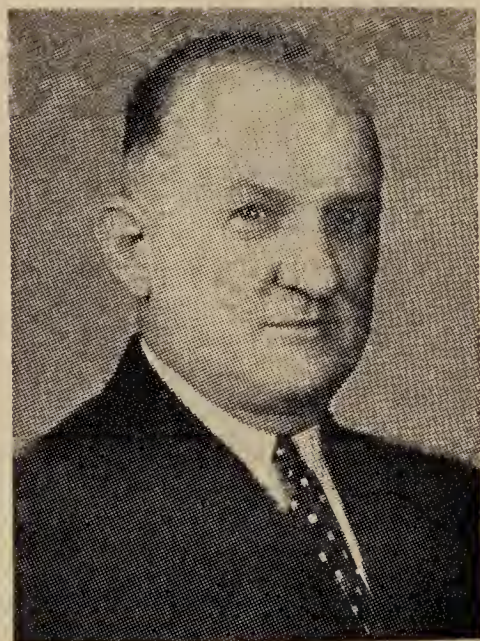
JOHN DENICOLA



WILLIAM HARRIS



RAYMOND McMULLEN



FELIX BLANC  
*Executive Secretary*



JOHN A. PELCHAR

# COMMISSIONERS OF PHARMACY

## STATE OF CONNECTICUT

The year of 1883 is the first year that a list of Commissioners of Pharmacy appear in the State Manual Book.

Emil A. Gessner, New Haven .....	1883-1889
Pliny A. Jewett, New Haven .....	1883-1884
Stephen Goodrich, Hartford .....	1883-1884
N. Douglass Sevin, Norwich .....	1885-1893
Dr. Francis D. Edgerton, Middletown .....	1887-1889
Charles A. Rapelye, Hartford .....	1889-1894
Dr. John H. Granniss, Saybrook .....	1890-1895
Henry M. Bishop, New Haven .....	1894-1899
Samuel W. Smith, Ansonia .....	1895-1897
George E. Dresser, Putnam .....	1896-1898
Frederick S. Stevens, Bridgeport .....	1898-1900
Richard H. Kimabll, Hartford .....	1899-1904
Willis L. Mix, New Haven .....	1900-1905
George L. Ellsbree, Meriden .....	1901-1905
Arthur L. Dickinson, Danbury .....	1905-1907
John A. Leverty, Bridgeport .....	1906-1917
Charles Fleischner, New Haven .....	1906-1910
George L. Rapport, Hartford .....	1908-1910
Curtis P. Gladding, Hartford ....	1911-1915
James P. Wood, New Haven .....	1911-1917
Harrison E. Purdy, Derby .....	1915-1919
Harvey P. Bissell, Ridgefield .....	1915-1924
John W. Marsland, New Britain .....	1916-1930
Herbert M. Lerou, Norwich .....	1918-1932
John B. Ebbs, Waterbury .....	1918-1928
M. Frank Hope, New Haven .....	1920-1924
C. Thurston Gilbert, Darien .....	1925-1934
Ernest L. Gyde, Waterbury .....	1925-1928
Louis Montanaro, New Haven .....	1929-1932
Charles Gustafson, Jr., Hartford .....	1929-1948
Hugh P. Beirne, New Haven .....	1931-1945
George Blackall, Bristol .....	1933-1941
Edward Murphy, Manchester .....	1933-1943
William J. Dunphy, Waterbury .....	1935-1939; 1950
Frank C. Gross, Glenbrook .....	1940-1949
Francis M. Landy, Bridgeport .....	1942-1946
William Harris, Hartford .....	1944-
John A. Pelchar, Terryville .....	1946-
Felix Blanc, Executive Secretary and Director, Unionville .....	1946-
John De Nicola, Hamden .....	1947-
Raymond T. McMullen, Moodus .....	1949



# PRESIDENTS OF THE CONNECTICUT PHARMACEUTICAL ASSOCIATION SINCE ITS ORGANIZATION

*Nathan Dikeman, Waterbury,	1876-1877
*Hugh S. Osgood, Norwich	1878-1879
*Stephen Goodrich, Hartford	1880
*Luzerne I. Munson, Waterbury	1881
*Dwight Phelps, West Winsted	1882
*Edward S. Sykes, Hartford	1883
*Walter R. Francis, New Haven	1884
*John K. Williams, Hartford	1885
*Frank M. Wilson, Willimantic	1886
*C. W. Whittlesey, New Haven	1887
*Horace H. Daboll, New London	1888
*Dwight G. Stoughton, Sr., Htfd.,	1889
*Emil Gessner, New Haven,	1890-1891
*Samuel W. Smith, Ansonia	1892
*Willis L. Mix, New Haven	1893
James Duggan, Norwich	1894
*Charles A. Rapelye, Hartford	1895
*Curtis P. Gladding, Hartford	1897
*N. Douglas Sevin, Norwich	1898
*John W. Lowe, New Haven	1899
*Charles F. Williams, Thomaston	1899
*Charles S. Finch, Stamford	1900
*Charles Fleischner, New Haven	1901
Arthur Dickinson, Danbury	1902
*John A. Laverty, Bridgeport	1903
Richard Kimball, Hartford	1904
J. Arthur Hodson, New Haven	1905
*Joseph D. Hartigan, Bridgeport	1906-1907
Robert Walker, Waterbury	1908
*Patrick J. Garvin, Bethel	1909
Clarence G. Spaulding, New Haven	1910
Herbert M. Lerou, Norwich	1911
*S. M. Aller, South Norwalk	1912
Harry E. Purdy, Derby	1913
*Isaac H. Levy, New Haven	1914
*M. Frank Hope, New Haven	1915
*Charles S. Ramsay, New Britain	1916
Charles T. Hull, New Haven	1917
Semion S. Nelson, Hartford	1918
Frank S. Sisk, Norwich	1919
Ernest L. Gyde, Waterbury	1920
*Samuel H. Williams, New Haven,	1921
Henry F. Ruby, Hartford	1922
Hubert C. Hodge, East Hampton	1925
James W. Lynch, Waterbury	1926
Fred W. Lake, Waterbury	1927
Louis Montanaro, New Haven	1928
John E. F. Jones, Bridgeport	1929
*George L. Rapport, Hartford	1930
*Hugh P. Beirne, New Haven	1931
George F. Blackall, Bristol	1932
*Edward J. Murphy, Manchester	1933
William J. Coughlan, W. Haven	1934
Joseph A. Murphy, Middletown,	1935
*John L. Sehl, Hartford	1936
William J. Dunphy, Waterbury	1937

Frank C. Gross, Glenbrook	1938
Francis M. Landy, Bridgeport	1939
Thomas E. Nugent, New Haven	1940
Paul J. Kunkel, Waterbury	1941
S. Prescott Williams, New Haven,	1942
Jack Malley, Hartford	1943
Stanley Stroffolino, S. Norwalk,	1944
Ralph Gentile, Fairfield	1945
W. Tracey Cadwell, New Haven,	1946
*Irving L. Kaufman, Hartford	1947
Philip Carr Varnum, Glenbrook	1948
Sidney G. Curran, New Britain	1949
Raymond T. McMullen, Moodus	1950

## *Secretaries*

*Alfred Daggett, Jr., New Haven	1876-1877
*Romanto Wells, New Haven	1878
*Frederick Wilcox, Waterbury	1879-1895
*Arthur S. Clark, Waterbury,	1896-1898
*Charles A. Rapelye, Hartford	1898-1906
*John B. Ebbs, Waterbury,	1907-1910
Arthur E. Lathrop, Simsbury	1911
Alice-Esther Garvin, New Haven	1934-

## *Secretary-Treasurers*

*Patrick J. Garvin, New Haven	1912-1934
Alice-Esther Garvin, New Haven	1935-1947

## *Treasurers*

George P. Chandler, Hartford	1876-1886
*Lester H. Goodwin, Hartford	1887-1896
*John B. Ebbs, Waterbury	1897-1906
*Arthur L. Dickinson, Danbury,	1907
Karl O. Cyrus, Bridgeport	1908-1911
*Patrick J. Garvin, New Haven	1911
*George F. Blackall, Bristol,	1934-1935
Stanley Stroffolino, So. Norwalk	1947





RAYMOND T. McMULLEN  
*President, Connecticut Pharmaceutical  
Association, 1950 - 1951*



PAST PRESIDENTS OF THE CONNECTICUT  
PHARMACEUTICAL ASSOCIATION



JOHN SEHL



WILLIAM J. COUGHLAN



JACK MALLEY



SIDNEY G. CURRAN



RALPH GENTILE



STANLEY STROFFOLINO



SEMION S. NELSON



IRVING KAUFMAN



PHILIP C. VARNUM



PAST PRESIDENTS OF THE CONNECTICUT  
PHARMACEUTICAL ASSOCIATION



HUGH P. BEIRNE



PAUL J. KUNKEL



W. TRACEY CADWELL



FRANK C. GROSS



FRANK M. LANDY



## PHARMACIST LEGISLATORS

House	George L. Phillips, South Coventry .....	1887
House	George Merriman, Bristol .....	1889
House	Nathaniel M. Strong, Woodbury .....	1889
House	William C. Hillard, Bristol .....	1891, 1893
House	William Begg, Thompsonville .....	1891
House	Frederick S. Stevens, Bridgeport .....	1891
House	Levi E. Southworth, Southington .....	1895
House	John M. Brewer, Norwich .....	1895
House	Joseph D. Goulden, Stamford .....	1895
House	Frank M. Wilson, Willimantic .....	1895
House	George T. Johnson, Norfolk .....	1895
House	Thomas L. Parker, Deep River .....	1895
House	Sherman F. Guernsey, Southington .....	1897
House	George L. Ellsbree, Meriden .....	1899
House	Frank P. Marble, New Haven .....	1899
House	Harvey P. Bissell, Ridgefield .....	1901
Senate	Harvey P. Bissell, Ridgefield .....	1915, 1917, 1919
House	Charles H. Burroughs, Danielson .....	1901
House	William E. LaBelle, Killingly .....	1903
Senate	Emerson A. Hough, Collinsville .....	1903
House	Clarence H. Dougal, Torrington .....	1907
Senate	Harley P. Buell, Colchester ....	1907
House	Joseph H. Lockwood, Greenwich .....	1909
House	Howard N. Wilcox, Bristol ....	1911
House	Houston Landon, Old Saybrook .....	1911, 1913
House	Clarence B. Emery, Terryville .....	1913, 1915
Senate	Clarence B. Emery, Terryville .....	1921
House	Lyman P. Case, Winsted .....	1913, 1915, 1917
House	William J. Galvin, Hartford .....	1915
House	John M. Claxton, Torrington .....	1915, 1917
House	Edgar R. LaPlace, Deep River .....	1915
House	George F. Chapin, Cromwell .....	1919
House	Frank M. Smith, Willimantic .....	1921
House	Howard N. Lincoln, Middletown .....	1921
House	Hubert C. Hodge, East Hampton .....	1921
Senate	Hubert C. Hodge, East Hampton .....	1943
House	George G. Engler, Norwich .....	1925, 1927
House	George T. Johnson, Norfolk .....	1927, 1929
House	J. Harrison Monroe, Guilford .....	1929, 1931
House	Samuel M. Aller, Norwalk .....	1931
House	Clarence H. Eggelston, Sharon .....	1933, 1943, 1945, 1947
House	Robert O. Judson, Woodbury .....	1935, 1937, 1939, 1943, 1945
Senate	Robert O. Judson, Woodbury .....	1941
House	Edward J. Murphy, Manchester .....	1937
Senate	Francis P. Bannon, Winsted .....	1937, 1939
House	Thomas F. Reilly, Middletown .....	1937
House	Vincent Giampietro, Stamford .....	1939
Senate	Vincent Giampietro, Stamford .....	1945, 1947, 1951
House	Raymond T. McMullen, Moodus (East Haddam) .....	1941, 1943, 1948
Senate	Stanley Stroffolino, Norwalk .....	1943, 1945, 1947, 1949
House	Francis J. Connors, Stonington .....	1945, 1947
Senate	William F. Lynch, New Haven .....	1945, 1947, 1948
House	Rose Prokop, Bridgeport .....	1947, 1949, 1951
House	Robert Benham, Washington .....	1947, 1949
House	Abner Croog, New Haven .....	1951
House	Earl Hitchcock, East Hampton .....	1949, 1951
House	Saul Goldenberg, Windsor .....	1951

## **THE STORY**



# STORY OF THE CONNECTICUT PHARMACEUTICAL ASSOCIATION

By Alice-Esther Garvin

1876 — 1951

In 1876, a group of 26 pharmacists in our state decided to form an organization to be known as the Connecticut Pharmaceutical Association. Meeting in Hartford, they drew up a preamble and a constitution, articles two, three and four of which read as follows:

## ARTICLE II

### Object

"The objects of this association shall be to secure cooperation and concert of action in the advancement and diffusion of a knowledge of Pharmacy and its collateral branches of science, and to promote the elevation of the professional character of, and facilitate an open and fraternal intercourse between, its members."

## ARTICLE III

### Members

"The members of this association shall be persons of known proficiency and a practical experience of not less than four years in the drug and apothecary business, and those teachers of Pharmacy, Chemistry, and Botany, who may be specially interested in its objects, who shall be previously nominated, and elected by ballot, and who shall pay an initiation fee of three dollars and also an annual contribution of two dollars."

## ARTICLE IV

### Officers

"The officers of this association shall be a President, two Vice-Presidents, a Secretary, and a Treasurer, all of whom shall be elected annually, by ballot, and shall hold office until the election of their successors."

Twenty-seven members reported at the next meeting; a paper was read on "Phosphorus and Its Administration"; the treasurer reported \$54.59, and then for the following three years the men debated the advisability of a permanent constitution and by-laws. Extremely important at the first five or six conventions were reports of the American Pharmaceutical Association meetings which were attended by five delegates, each of whom presented lengthy papers in re these events, including not only the business sessions, but the social entertainment. A particularly interesting one was an account of the Toronto, Canada, meeting in 1879 in which carriages were in attendance to take our delegates to various points of interest.

At the fourth meeting in 1880 there was an interesting and provocative paper on the sale of proprietary medicines. Delivered by E. W. Thompson we include it here in its entirety:

"This subject may be appropriately discussed under two heads, one of which may be called the moral, the other the financial side of the question.

The moral side may be dismissed in a few words. In the opinion of your reporter, no Pharmacist is justified in recommending or forcing these goods on the public, as independently of his being in ignorance in regard to their composition, or at best their components being a matter of conjecture, few Pharmacists are competent to make a correct diagnosis of a case, and apply the proper patent "cure-all." Supposing he was competent, this would only be another form of counter prescribing, which every true Pharmacist should discountenance.

This Patent Medicine question has never, in the opinion of your reporter been discussed with due regard to the immense amount of money invested by proprietors in these articles, the large amounts spent in advertising, and the necessarily heavy stocks of these goods kept on hand by every Pharmacist. The system of advertising pursued by their proprietors creates a demand which we are bound to supply. It forms no small part of the business of each one of us, and, therefore, the amount of profit realized from their sales becomes a matter of intense importance to every one in the trade. The writer, about Dec. 1, 1878, mailed a circular to some eighty-six members of this Association, from which I quote the following: "It appears to me that the prices obtained for Patent Medicines in different localities of the State, have an important bearing on this subject; I therefore ask you to aid me by sending, as per enclosed list, the prices obtained for the staple Patent Medicines in your locality, a list of which I attached to this circular. I received forty-six replies to my circular, from parties whose residences are so scattered as to give me a fair idea of the prices being obtained throughout the State. I found the prices to vary considerably; they showed me that in only a very few cases, and those principally in small towns or villages, were the printed prices maintained. In one city and one town I found the reduction from marked rates to reach the disastrous figure of thirty per cent, discount, leaving no profit to the retailer—in fact, an actual loss, if freights and expense of doing business are taken into consideration. One member writes me that it is simply impossible to approximate prices in his neighborhood; in some instances, he says, prices are really below cost. My conviction is that dealers are getting what price they can for most all articles, both Patent Medicines or Drugs. I emphasize this last word, gentlemen, for it shows you what the members of the leading jobbing houses of New York and Boston will testify to as a fact, that in all towns where cutting prevails it not only affects the prices of Patent Medicines, but tends to demoralize and lower the whole moral tone of the trade. The Pharmacist, instead of calling for the choicest goods the jobber can supply, and vieing with his neighbor in producing the most perfect and eligible preparations for the Physician's use, has an inducement offered to purchase the cheapest goods to be had in the market. If sound Rhubarb Root is held at a dollar a pound, and he can get a fine looking powder for sixty cents, the powder he wants. His time is spent in seeing how much water his tinctures or spirits of nitre will bear; his energies are directed, in too many instances, to increase his sales of liquor, regardless of whether such liquors are to be used for legitimate medical purposes—in fact, his whole idea of trade becomes an effort to cheapen something and gain a scanty existence from an ignorant and defrauded public. Even in those instances where a conscientious Pharmacist refuses to debase his preparations, or the quality of the drugs used in his prescription department, he is forced to keep two qualities of goods, in order to meet the price the public has been educated to demand.

What can be done to remedy this cutting system is a question which



every Pharmacist, who has the welfare of the profession at heart, must ask himself. First, what is the cause or starting point of this cutting system? In two cities of our State where this has been carried on extensively, the men who originated this evil were not Druggists, but were men who entered the business with enlarged ideas as to the profits it afforded. Finding that the public and physicians failed to recognize as skilled Pharmacists men who possessed no knowledge of the business, and that the mere fact of their having a handsome store did not pay their expenses, they attempted to "steal" a trade they could not earn, and baited the public with a discount on proprietary goods. Finding this move attracted a certain class and made larger sales, this was followed by a reduction in price of Drugs proper,—the goods being invariably purchased with a regard to price and not to quality. Druggists doing business in the vicinity of these men were soon forced to reduce their prices, and gradually the evil spread until it not only affected the city, but the surrounding villages. Competition is said to be the life of trade, but in our business I submit that the public generally are not judges of the quality of the Drugs they buy, and I call it unjust competition which cuts the price of a proprietary medicine, and then sells the customer a worthless or inferior drug at a price less than a first-class article can be afforded, with the plea that it is "just as good."

Now for a remedy. I am aware that remedies are easily made on paper; but, when they come to be applied, often fail from some unknown factor entering into the problem. If it were my fortune (or misfortune) to be obliged to meet the competition of one of these would-be Druggists, instead of following his lead in reducing prices, I should at once offer my patent medicines at the bare cost of laying them down in my store, and trust to my reputation to carry me through on my preparations. I certainly believe that any Pharmacist possessing a good reputation could keep his trade by this means. In large cities I can only suggest a combination which should embrace, if possible, all the skilled Pharmacists in the place; such a local society could either keep an amateur Druggist from entering the business, or force him to adopt some less objectionable means of building up a trade than that of cutting prices. Such an association as I have described does exist in one of the cities of our State, and controls the price of proprietary medicines so that the marked price is obtained for everything excepting the Hair Renewers and one brand of Cod Liver Oil. This association has been in existence for over eighteen months, and is found to be very satisfactory. Since I commenced writing up this paper an association has been formed in another city, which has grappled with the evil, but failed to overcome it entirely, but it is so far satisfactory that instead of selling proprietary goods at about twenty-five per cent, discount, they now only take off about fifteen.

Should the Pharmacy Act become a law (and we trust it may), I think the registering and examination of Pharmacists will in itself tend greatly to correct this evil, for with a higher standard before him, the coming Druggist will have more ambition than to endeavor to increase his business by any other methods than those of honest rivalry in striving to produce superior and eligible preparations for the physician's and patient's use.

In conclusion, I consider it to be part of the legitimate business of the Pharmacist to supply the demand of the public for all kinds of proprietary articles, provided they are not intended for illegal or illegitimate uses. He should carefully abstain, however, from advertising, recommending or forcing them on the public, and under no circumstances is he justified in turn-



ing them into a cheap advertising medium by cutting their prices, which, in my opinion, tends to demoralize and lower the tone of the whole trade.”

In 1880, there was also a report on the medicinal plants of Connecticut of which there were 65; and for ten years, queries were submitted by members, accepted by officers, and the answers read at the annual meetings. Examples: ‘Can one become a successful pharmacist without due preparation?’—“Write thesis on the adulteration of Essential Oils.”

In 1883 the printing bill was \$11.25; secretary’s salary, \$50.00 a year.

In 1898, the seriousness of both the American Pharmaceutical Association and National Association of Retail Druggists reports indicated an intense interest in the two national organizations; liquor sales in pharmacies also reared their ugly heads, and there began a long series of legislative acts concerning such sales. For example, President Nathan Dikeman at the convention that year (1898) presented the following paper on Sales Of Liquor In Pharmacies:

1. “The sale of wines and liquors for medicinal and family use. It is well known that in towns and the smaller cities the community depends upon the druggist or apothecary to supply such of these articles as are required in their families, feeling that they can better depend upon their purity, when so furnished, than when purchased from the ordinary dealer who sells to any or all who may demand them; and the pharmacist is expected to be as particular in regard to the purity of these articles as of any other of his medicines or preparations. Now, so long as this demand is made for pure wines and liquors for medicinal and family use, it seems to the writer that the business is perfectly legitimate, provided a reasonable and proper discrimination is exercised, and the sale confined to those who are supposed to make a temperate use of them. But the indiscriminate sale to any or all who may call for them should be discouraged by this Association. To those members of this Association who thus sell, for both medicinal and family use, the tax imposed would seem to be not an unjust one, and they should not ask or expect any favors that are not granted to their competitors in the same traffic, although a fee graduated by the amount of yearly sales would be more just to all parties interested.

2. On the other hand, to those members who confine their sales of wines and liquors to strictly medicinal and pharmaceutical purposes, the present license fee seems unjust, and bears with peculiar hardship upon a majority of the pharmaceutists of the State. In many instances the receipts from this source are not equal to the fee exacted, and in the majority of cases the profit upon these sales is less than the tax imposed. Now the law is such that it becomes imperative upon the pharmaceutist to procure a license, and he is compelled to pay a tax which is imposed upon no other class or profession; for should he refuse to sell liquors, he is obliged to keep them in store for the manufacture of his preparations, and the law subjects him to the same penalties for having them upon his premises as the keeper of a corner groggery.

3. For those of our fraternity who prostitute their calling by selling wines and liquors by the glass, and turn their stores into bar-rooms, we have no sympathy, and think they are entitled to none. They cast a stigma upon the whole profession, and, like the dead fly in the ointment, taint the whole mass.

We do not know that this Association can remedy this evil, but it is



due to itself that it should place upon record, in terms that cannot be misunderstood, its entire disapproval of such a prostitution of and disgrace to the profession of pharmacy.

To sum up the whole matter, it is the opinion of the writer that to those who sell wines and liquors for other than strictly medicinal and pharmaceutical purposes, the tax is not an unjust one, but it should be graduated by the amount of sales.

To those who keep and sell it for medicinal and pharmaceutical purposes only, it seems very unjust and unfair, and means should be devised to abate or greatly modify it.

The third class — those who sell liquors indiscriminately — should neither ask nor expect any remission of the tax, but take their chances with the keepers of liquor saloons and corner groceries, and pay it with a feeling of thankfulness that it is no more than the present law requires.

This subject has been alluded to at each meeting of this Association since its organization, but no formal notice has been taken of it, and it seems to the writer that an expression of the sentiments of this body should be had in this matter, and the stigma which now rests upon the whole fraternity, through the action of a few members, be removed and placed where it properly belongs."

The general statutes, 1888 section 3064 reads as follows:

"No person shall receive a license for the sale of spirituous and intoxicating liquors until he shall have filed with the County Commissioners a joint and several bond to the treasurer of said county in the sum of three hundred dollars, with sufficient surety conditioned for the due observance of all the provisions of Section 3087 to 3101 inclusive, and no person shall be a surety upon such bond who is himself a licensed dealer in spirituous and intoxicating liquors while the bond upon which he is principal is in force; nor shall the same person be at the same time surety on more than one license bond. And whenever the person so licensed shall be convicted of a violation of any of the provisions of Sections 3087 to 3101 inclusive, and no appeal is pending, said bonds shall thereupon become forfeited, and the treasurer of said county shall, in his own name, institute suit upon said bond for the benefit of said county, and upon due proof of said conviction, the said before which said suit is brought shall render judgment in favor of said treasurer for the entire amount of said bond with costs. Every person, except a licensed druggist, to whom any such license shall be granted, shall pay to said County Commissioners a sum not less than one hundred nor more than five hundred dollars, as said County Commissioners may determine in each particular case, and in towns of not over three thousand population the license fee, except to wholesale dealers and licensed druggists, shall be one hundred dollars for each license for the sale of spirituous and intoxicating liquors, and the sum of fifty dollars for each license for the sale of ale, lager beer, or cider sold to be drunk on the premises, and Rhine wine only; and whenever a license shall be granted for less than one year, the person to whom such license is granted shall pay such a proportion of the annual license fee as such County Commissioners may judge proper. Any druggists regularly licensed by the Commissioners of Pharmacy may be licensed to use spirituous and intoxicating liquors for compounding prescriptions and to sell spirituous and intoxicating liquors upon the prescription of any practicing physician, upon the



payment of a fee of twelve dollars; but druggists doing business in towns containing less than five thousand inhabitants shall only be required to pay ten dollars for such license; and any druggist regularly licensed by the Commissioners of Pharmacy as aforesaid may, upon the payment of fifty dollars, be licensed to sell spirituous and intoxicating liquors in quantities not exceeding one gallon, and other than distilled liquors in quantities not exceeding five gallons; but no license so issued to any such druggist shall authorize the sale or delivery of any spirituous and intoxicating liquors to be drunk upon the premises or be sold otherwise than above specified. Whenever any town shall have voted against the granting of licenses for the sale of spirituous and intoxicating liquors, any druggist regularly licensed by the Commissioners of Pharmacy and doing business under such license in such town may, upon exhibiting such license and upon the payment of twelve dollars to the County Commissioners of the county in which such town is situated, be entitled to receive from said County Commissioners a license to sell and deliver spirituous and intoxicating liquors upon the prescription of a practicing physician, and to use the same in compounding medicine; but no druggists so licensed shall sell or deliver such liquor to be drunk on the premises.

No license shall be granted to any druggist, unless application for the same, signed by the applicant and stating the town and the particular building, naming street and number, if such there be, where the business is to be carried on, has been lodged with the County Commissioners at least two weeks prior thereto, and the granting of any such license shall be discretionary with the County Commissioners. All statutes allowing persons to file objections to the granting of any license for the sale of spirituous and intoxicating liquors, providing for hearings upon the same and authorizing County Commissioners to revoke licenses for such sale, shall apply to all licenses to druggists applied for or granted under the provisions of this chapter.

All licenses for the sale of spirituous and intoxicating liquors, issued either to druggists or licensed pharmacists, shall contain the following provisions, to wit: This license does not authorize the sale of spirituous and intoxicating liquors to be drunk on the premises."

In 1898, the first Code of Ethics was adopted and reads as follows:

The members of The Connecticut Pharmaceutical Association, considering it necessary that some mutual understanding should exist in regard to the moral principles which should guide them in their profession, do hereby agree upon the following Code of Ethics:

1. We accept the U. S. Pharmacopoeia as our standard and guide for all official preparations, and recognize a variance from its rules only in exceptional cases, where sufficient authority has proved some other process more reliable to attain the same end. We would, however, recognize the authority to dispense medicines where they are specially ordered to be compounded in accordance with foreign Pharmacopoeias.

2. We discountenance all secret formulas between physician and pharmacist, and consider it our duty to communicate such to each other when requested, unless otherwise directed by the physician who originated the same.

3. We distinctly repudiate the practice of allowing physicians a percentage, in any form, on their prescriptions or patronage, as being derogatory to both professions.



4. We will endeavor, as far as possible, to refrain from compromising the professional reputation of any physician, and expect, in return, the same courtesy from him.

5. Believing that the professional training of the pharmacist does not include those branches which enable the physician to diagnose and treat disease, we should, in all practical cases, decline to give medical advice, and refer the applicant to an educated physician.

6. The growing demands of the age require that those who follow the profession of pharmacy should be educated up to a higher standard; therefore, we consider it our duty, individually and collectively, to encourage the advancement of knowledge in our profession generally, and more particularly by stimulating our assistants, in every way possible to become proficient in their business.

In 1899, a solemn pledge was made to the National Association of Retail Druggists — a pledge of allegiance and cooperation:

RESOLUTION OF THE CONNECTICUT STATE PHARMACEUTICAL ASSOCIATION  
REAFFIRMING ITS LOYALTY TO THE NATIONAL ASSOCIATION  
OF RETAIL DRUGGISTS

Whereas, the National Association of Retail Druggists has satisfactorily demonstrated its ability to advance the business interests of the retail drug trade and improve its financial condition, be it

RESOLVED, That the Connecticut State Pharmaceutical Association pledge anew its support of the principles and policies of the National Association of Retail Druggists.

RESOLVED, That the Treasurer of the Association is hereby directed to pay to the treasurer of the National Association of Retail Druggists the amount of the per capita assessment as levied on affiliated bodies for the fiscal year ending December 31, 1900, being at the rate of 50 cents per active member of the Connecticut State Pharmaceutical Association.

RESOLVED, That the President of the Association is directed to appoint delegates to attend the annual convention of the National Association of Retail Druggists at Detroit, September 12 to 14, 1900, in the proportion provided for by the National organization, namely one delegate to each 100 members.

John W. Lowe,  
Chas. Fleischer,  
James Duggan.

\$200.00 a year was voted to maintain a drug store at the Capitol in Hartford where applicants for registered pharmacists' licenses might take their practical examinations.

The first discussion of the business side of pharmacy also took place in 1899 when M. P. Gould at a convention said:

"Hamilton W. Mabie says that 'The true test of democracy is that it gives superiority an opportunity to assert itself.' To my mind that is just what has happened in all lines of trade throughout this country. A tea merchant, lately deceased, owned two hundred and eighty-five retail tea stores. A grocer of New York City owns one hundred retail grocery stores. Several different men in New York City own and manage fifteen to twenty

different restaurants each. There are great tailoring firms and great clothing establishments which have branches all over the country. The department stores, which have been talked about so much in connection with the drug trade, are an example of this same general movement, and now very recently we have seen several instances of the further consolidation of two, three and four different department stores under one management. To follow this line of thought still further, a farmer in Chicago owns and manages forty thousand acres of land, divided into three or four hundred separate and distinct farms. And to come right down to the retail drug trade, perhaps it will be news to some of you to learn that there is a drug firm in Pennsylvania which manages twelve different retail drug stores. Eight druggists own and control the twenty-two leading retail drug stores of Greater New York. I can name five druggists who own and manage twenty-three of the largest drug stores in this country. So I might go on to practically all branches of trade, showing that superiority in this country really is asserting itself.

I know that it is the custom to depreciate this whole movement saying that there can be no good come from it. Yet, I can remember the time when my father used to pay \$1.15 to have a five-gallon kerosene can filled, while at the present time it costs only 70 to 80c to have that same can filled. I believe also, that there was never a time when groceries could be bought as cheaply as at the present time. In the restaurants of New York City it is possible to secure a very good meal for from 15 to 25c. This farmer in Chicago has three or four local managers of farms who have earned since they have been in his employ enough money, so that they have laid away from \$10,000 to \$15,000 of their own, in addition to making the farmer himself wealthy. I think it is generally admitted that the department stores have greatly reduced prices on all staple articles of dry goods. Clothing can be bought cheaper than it was ever possible to buy it before. And to consider the Drug Trade itself. Have there been advantages there?

To be sure, we must admit that great changes have come over the Retail Drug Trade. In Des Moines, Ia., during the years from 1893 to 1896, the number of retail drug stores are said to have been reduced from ninety-four to fifty-three. This is probably an extreme case, and yet I believe, that something like it has happened in a great many cities, especially where the trade was demoralized, many of the small druggists being forced out of business. Nevertheless, leaving out the social side, that is, the labor question, I think that it is undeniable that the buying public has been benefited by these changes. Take for example that one policy, now being practiced in many different trades, namely the policy of your "Money back if not Satisfactory." It used to be the universal custom that "a sale is a sale," no matter how obtained, and on that score think of the shoddy goods that used to be worked off on the ignorant. Why, that simple policy "Money back if not Satisfactory," is doing more to elevate the standard of *quality* in the business world, than all the Golden Rules that were ever formed. It drives the retailer back on the manufacturer. He says to the manufacturer, "If I guarantee this article, you have got to stand back of me. If it isn't satisfactory to my customer, I will come back on you for it."

The question then for the retail druggist is, "Am I going to try and dam up this great onward rush, this general and universal movement which is asserting itself over all the classes of trade in this country, or am I going to connect with the power house, and develop along the lines being followed by the other trades?"



In the first place, it seems to me that the so-called commercial courses of instruction in the Schools of Pharmacy are lamentably weak. In the great majority of the schools a graduate learns practically nothing, except what will help him to put up prescriptions. There ought to be general lecture courses on each different line of goods that the ordinary drug store handles. The great manufacturers ought to be invited to explain the technicalities of various sundries, such as brushes, combs, rubber goods, soaps, etc., so that a graduate will know, both the general mode of manufacture and especially the marketable value of the goods, with which his life work is going to be spent. It is not enough, for example, that he should know that sponges come from Pensacola or Crete, are fished up with a long pole, piled up on the dock, specially treated to remove the undesirable portions, etc. Far more important to him is the knowledge of how to arrange the sponges in the store, so that when a box is opened and half of the sponges are sold, the other half will not be dead stock. So also with soda water. Some of the stuff you get to drink is little better than dish water. So long as this is so large a part of the modern drugstore, why is it not proper for a student of pharmacy to be taught the essentials regarding it?

And there is another great branch of the trade that he ought to be taught — the *advertising* branch. I do not mean just the announcements in the newspapers with an occasional booklet or circular. I mean the whole matter of contact with the public. It is a study of human wants and wishes.

This line is being appreciated more and more every day by the great universities. Yale has so rearranged her courses of study that a man can finish the academic course in three years, thereby gaining one year in the professional school. Yale also offers a great many more courses, which enable a man to take the major part of his studies in the line in which he expects to pursue after he graduates, so that any man who expects to be a public speaker, for example, works for a year or two in discussing public questions under a course of "Economic Debates." Or a man who expects to go into insurance has a course in "Statics." A man who expects to go into banking has a course in "Finance." A man expecting to go into railroad business has a course in "Railroad Transportation." We are realizing more and more that the schools ought to be practical, so that a man when he comes to college is trained in the very work he expects to go into. Then when he comes back in ten, twenty, or fifty years to an alumni meeting, he will not say as Wm. Adams said in 1847 before an Alumni Meeting at Yale, "So the dreams of life are passing away. We went out from beneath these elms, ten, twenty, fifty years ago. And now we come back to see what we have done, and we find that we have not kept the promises with which we set out." That's just it. College instruction, whether academic or professional, ought to so fit a man for his main work of life, that his dreams of graduation do not have to pass away. He ought to come back in ten, twenty or fifty years and say "Ah, how many times what I learned here about this or that, has helped me toward success in a direct and practical manner."

I imagine that some of you may be saying in your minds that I have argued toward a policy of cut rates. Not at all! During the last three or four years I have been asked this question over and over again, "Will it pay me to cut prices in order to increase my trade?" And never yet have I advised a druggist to institute cut rates. The President of one of the biggest dry goods houses in the West once said to me "Any fool can sell goods at cost; but it takes a shrewd man to sell and make money." I believe that many cutters fail because they do not have this necessary



shrewdness. It cannot be denied that there are in certain sections of the country, some druggists who have built up a large business by means of cutting at the start; but it was because they had superior ability as business men, and not because they were cutters.

The following complaint is often made to me; "My strongest competitor is an Irishman around the corner —(or perhaps it may be a Dutchman or a Frenchman or an Italian)—The Irish will stick together and will trade at Irish druggists." But I say to you "God bless the Irish, Americans have got a home of their own." It isn't because the Irishman is an Irishman or a Dutchman is a Dutchman that his people trade with him. That may have a little something to do with it, but it is because his heart is in his business, and he gives more for the money, and especially more in service, than his competitors do.

I know a Dutchman in New York City who started in a little 2 x 4 in Mulberry Street. He had implicit faith in himself. From the very start he was sure he was going to succeed. People laughed at him, and yet from his little 2 x 4, he went into a little larger one, and then into a still larger, until his fourth change was into one of the largest stores on lower Broadway. It is said that last year he cleared \$42,000 on his soda fountain. In addition to this he is an authority in this country on sponges. In fact he controls one of two lines of sponges for this entire country. The fancy leather dressers, who have their factories at Patterson, have come to him to get their finishing sponges.

Take the matter of stamps. A druggist in New York City is advertising "All the stamps you want and as often as you want them," and yet some of you, (I know this to be a fact, because I have been in your stores and have seen it done) complain because you have to handle stamps. I was in a big store in New York City not long ago, near the closing time. A man came in and asked for a two-cent stamp. The head clerk on at that time said, "The cashier has just gone." The man replied, "Well, can't I get a stamp anyway?" In a very disagreeable manner the clerk said, "Well, yes, I suppose so," and went to the drawer, opened it, and sold the man a stamp. Now, that sort of thing makes customers go elsewhere. If you cannot sell stamps and furnish the other conveniences, generally kept at drugstores, in a courteous and pleasant manner, then by all means cut them out of your stock altogether.

Early closing is another thing which I wish to speak about, not from any sentimental or labor union standpoint; but from the business side. It used to be thought by grocers that their business would go to the dogs if they did not keep open until ten o'clock; but now they close at six or seven and do just as much business as ever. There is a very prominent druggist right up in the city of New Haven who closes at nine o'clock every evening, and who handles only prescriptions on Sunday. There is also a large druggist in New York City who simply as a matter of business, has adopted the ten hour rule, because he says that his clerks earn more money for him when they work on the ten hour shift. This thing of working the clerks from seven o'clock in the morning until ten or twelve o'clock at night is bad business. If it does not pay you to keep open at night, then why not all combine in a locality, and close at a decent hour? If, however, a united action cannot be agreed upon, then it might pay you to close on your own account and advertise that fact. I know of several localities where all drug stores close one or two nights each week.



Stealing is another thing that druggists are troubled with a good deal, and yet it is largely their own fault. Nearly always it will be found that those who suffer from stealing, run things at such loose ends that even if a clerk were honest he has every tendency to be dishonest. When a clerk works fifteen or sixteen hours, and perhaps has not a very strong constitution anyway, some day he gets to feeling so miserably that he takes a bracer, bracers become a habit, and finally he is — well, you know the end of the story better than I can tell it. I am exaggerating, but I think you will agree with me that this is not an exceptional tendency. A good question for every one of you to ask as soon as you get home is this, "How many people inside of my store (and outside for that matter) are living off of my fountain?" A druggist in this state said a few days ago that he had discharged his soda water man, because he found out that he was taking his breakfast at the fountain — sort of a free lunch. It is a strange coincidence that that same clerk happened to come into my office and tell me that when he was working at this firm's store, he found that he was very much healthier, if he did not eat any breakfast, but simply took an egg chocolate or an egg phosphate every morning. That kind of a dispenser is an expensive luxury especially when he has three or four friends hanging around.

Several years ago I was talking with a Mr. Taggart, who has made one of the significant successes of this country as a retail clothing merchant, when he suddenly turned to a clerk who was standing by the door and said "Get away from that door. Do I pay you to stand and watch the people on the street?" It struck me at the time as being unnecessary to reprimand a clerk in that fashion, and yet if there was more of that very thing done in drugstores, there would be better discipline, and the result would be better clerks. It is too much of a family affair in a great many drugstores. The druggist hates to say anything to his clerk because they have known each other so long, or because they have been together so long, consequently things drop into an unbusinesslike state. In this same line I want to say one thing more, and please understand me that this is purely and simply from a business standpoint. It is this, that you ought not to have your wife and children hanging around the drugstore very much. You say "But everybody in this neighborhood knows my wife." That may all be, but no matter how neat or attractive she may be, a woman, when she has children around her, is not a drawing card in any drugstore. It may be well enough to have a lady cashier. I have seen a lady soda water dispenser bring a good deal of extra trade to a store. I also would advise, wherever possible, to have a saleslady connected with the store. This applies to city stores more particularly, because there are a great many things in a drugstore about which women do not care to talk freely with men, and on this line I notice in many sections of the country the most progressive and businesslike druggists are advertising "Expert Lady Attendants." Of course, you all no doubt know of the dozen or more women pharmacists throughout the country who are making a success of the business.

A well known hotel manager said to me once "The most valuable acquisition which any hotel clerk can have is the ability to remember names and faces." And I noticed a little sketch the other day of a druggist in New Jersey who had gone into a town, not very large, and from the start made it a point to learn the names and addresses and business of each customer who came into his store. It became almost a mania with him, until practically everyone who came to his store was greeted with a



pleasant inquiry regarding himself, his business and the folks at home. In fact he was a walking encyclopedia of that vicinity. From nothing, at the age of 23 or 24, his business grew, until, when he was 50 years of age, he retired as a wealthy man.

Permit me to say that these remarks are offered merely as suggestions. I recognize the fact that I am speaking to druggists who have grown old in the service — men who were successful in their line of business before I began to think of it at all. And yet I hope that I have so presented the results of my observations touching the "Business Side of Pharmacy," that you will feel repaid for the courteous attention that you have shown me."

During all previous conventions, papers were concerned with pharmacy as a profession rather than as a business. In 1900, members were urged to belong not only to the state organization, but also to join both national groups. The year 1901 found the queries heretofore mentioned covering such topics as "Incompatabilities With Newer Synthetic Remedies"; "Formulae for Disguising Disagreeable Medicines"; "Can the Retail Pharmacist Satisfactorily Prepare Soluble Elastic Capsules?"

The president's badge in 1903 cost \$9.00.

It is interesting to note that from 1876 to 1912, there was absolutely no connection between the Connecticut Pharmaceutical Association and politics.

One of our present members, who is now one of the leading dentists of Connecticut — Dr. George E. Bolles, was a speaker at each convention, selecting such topics as in 1900, "Chemism as a Molecular Force," and in 1906, "Radio Activity."

Presented in 1901 was a paper that, according to our Proceedings of that year "was received with loud applause and three cheers." Pharmacist John K. Williams of Hartford read the following:

**"A BRIEF HISTORY OF THE FIRST 25 YEARS OF THE CONNECTICUT  
PHARMACEUTICAL ASSOCIATION"**

At the twenty-third annual meeting of the American Pharmaceutical Association held in Boston, Sept. 7, 1875, the writer met for the first time the late Alfred Daggett of New Haven, and during our stay there and on our way home discussed the advantages it would be to the pharmacists of the state if they would form a state organization upon similar lines to the American, for at that date there was but one state association — that of New Jersey, I think. As a result of that conference and after consulting others throughout the state, regarding the desirability and prospect of interesting a sufficient number in the subject to assure a success, a general invitation was sent out Jan. 28, 1876, for those interested to meet at New Haven, Feb. 9, 1876 for organization. In response to that invitation twenty-five druggists assembled at the Elliott House, New Haven, their names and towns represented were as follows:

Stevens of Bridgeport, Edward, Tracy, Goodrich, Sawtelle, Chandler, Sykes, McNay, Williams of Hartford, Mosher of Meriden, Woodward, Pelton of Middletown, Butler of New Britain, Alfred and Henry Daggett, N. J. and Chas. Beers, Gessner, Noyes, Spaulding, Wood of New Haven, Rice of Rockville, Phelps of West Winsted, Munson, Dikeman of Waterbury.



Temporary organization was effected with N. Dikeman as chairman and J. K. Williams as secretary. Permanent officers were elected as follows: Dikeman as President, Osgood and Woodward, Vice-Presidents, Alfred Daggett, Secretary and Chandler, Treasurer. A committee, consisting of Munson, Woodward, McNay, Daggett and Williams, were appointed to draft a Constitution and By-Laws, reported later, giving the result of their deliberation which was accepted and adopted, and thus the association was launched on its voyage of life.

At the first annual meeting work was mapped out for the Committee on Legislation, and a special committee of Chandler, Mosher and Williams were instructed to appear before the 1877 legislature and try and secure a reduction of the license fee, which then was the same as the saloons; viz, \$100, and the druggists were accorded all the privileges of the saloons, so far as sales by the glass, etc. That committee, the writer recalls, was met with the answer that no exceptions could be made until the law defined the status of a druggist. In 1877 a committee, consisting of Dikeman, Daggett, Phelps and Goodrich, were instructed to prepare a "Pharmacy Act" and report at the second annual meeting (1878), which they did. That Act was presented, by Munson, McNay and Sykes, to the Committee on Temperance for some unexplained reason, and various members served on the steering committee all these trying years of legislation, for it ran aground at several sessions of the General Assembly, and was bumped about and re-drafted and amended, until finally it landed in the hands of the Judiciary Committee at the session of 1881, and passed, become a law July 1, of that year. Governor Bigelow appointed Gessner and Goodrich and Dr. Jewett as the first Commissioners of Pharmacy—a subsequent amendment dropped the physician from membership of the board and substituted another pharmacist. The members of this Association must recognize the thorough and difficult work that was done by Mr. Gessner at this time, in laying the foundation and setting the pace for all future work of the board. No more intelligent, conscientious or enthusiastic officer ever served this association or the state.

After the passage of this Act your Legislative Committee were in a position to demand a separation in the matter of liquor licenses from the saloon class, and they obtained it in 1883, when the present \$50 fee and certain restrictive conditions were imposed. All later additional restrictive conditions have been placed in the law solely as a result of efforts of the several legislative committees of this association, whose aim is and always has been to bring this department of our business under all possible and practical restraint, to the end that the pharmacy shall be as widely separated from the saloon as possible.

From the organization of the association to 1897 the annual meetings were held in February with an occasional special summer "Invitation" meeting like that extended by Osgood at Kitemaug in 1880 and Stony Creek later. Since 1897 the June meeting has prevailed with a strong tendency to more entertainment features than routine business and has hardly been tried long enough to prove its superiority over the winter session, so far as practical work is concerned, or in increasing membership and interest in the association.

During the twenty-five years of the association's existence its meetings have been held in cities as follows: Hartford 8, New Haven 8, Bridgeport 3, Waterbury, New London, Norwich, Meriden, Danbury, and Willimantic once each.



## MEMBERSHIP 1901

Adams, Albert R.	Hartford	Daboll, Horace H.	New London
Allen, William Henry	Winsted	Daley, Joseph T.	Hartford
Aller, Samuel M.	South Norwalk	Daley, Miles Ferris	Hartford
Alling, John J.	New Haven	Daskum, Elbert E.	Waterbury
Atwood, Bennett C.	Watertown	Dexter, G. Leslie	Waterbury
Auclair, Douglas P.	Jewett City	Dickinson, A. L.	Danbury
Babb, Albert	Meriden	Dimock, Robert H.	New Haven
Baker, H. F.	32 Liberty St., N. Y.	Doran, James P.	Danbury
Ballou, Joseph W.	New Haven	Dougal, Clarence H.	Torrington
Barber, Willis N.	Meriden	Dow, Virgil M.	New Haven
Barden, Edward J.	Shelton	Dresser George E.	Putnam
Barnes, Arthur H.	New Haven	Duggan, James	Norwich
Barnes, Joseph H.	Milford	Duncan, William J.	Waterbury
Baxter Frederick L.	South Norwalk	Dunn, John A.	Norwich
Baur, W. C.	Norwalk	Dupee, H. A.	Bridgeport
Beck, Theo. J.	New Haven	Eagny, James T.	New Haven
Beebe, Benjamin M.	Waterbury	Ebbs, John Buddington	Waterbury
Beers, N. J.	New Haven	Edwards, F. B.	Hartford
Bell, Charles H.	Hartford	Eggleston, Theodore E.	New Haven
Bennett, Stanley B.	Bridgeport	Elsbree, G. L.	Meriden
Benjamin, Thos. B.	Danbury	Embree, Albert L.	Stamford
Bishop, Charles M.	Torrington	Evitts, Albert	New Milford
Bishop, George Herbert	New Haven	Fahy, Bernard B.	New Haven
Bishop, Henry M.	New Haven	Fancher, George L.	West Winsted
Bisket, Thomas	Norwich	Farovid, George D.	New Haven
Blair, John	Waterbury	Finch, Charles S.	Stamford
Blatchley, Clarence E.	Middletown	Fisher, Elbert Ellsworth	Bridgeport
Blodgett, C. E.	Portland	Fleischner, Charles	New Haven
Bodine, Theodore G.	Danbury	Flower, James H.	Branford
Boswell, Henry C.	Greenwich	Forcier, Napoleon P.	Meriden
Bouteiller, Geo. F.	Danbury	Ford, William E.	New Haven
Brill, F. B.	New Haven	Fowler, Arthur C.	Hartford
Broderick, Dennis F.	Willimantic	Freeman, Charles N.	Branford
Bronson, W. A.	New Haven	Gardner, William H.	Bridgeport
Brooks, Chas. H.	Hartford	Garvin, Patrick J.	Bethel
Brundage, Albert H., Ph.G., M.D., 1153 Gates Ave., Brooklyn, N. Y.		Gaskell, C. E.	Mystic
Bryant, Alfred T	Meriden	Gessner, E. A.	New Haven
Buck, Clinton C.	Winsted	Gladding, Curtis P.	Hartford
Buckley, Jr., J. H.	New Haven	Glendenning, Harold	Norwalk
Buell, Geo. W.	Middletown	Good, Harry	New Haven
Buell, H. P.	Colchester	Goodwin, Lester H.	Hartford
Burns, Timothy M.	Torrington	Gorman, Charles	Hartford
Burpee, Gerald H.	Waterbury	Greeley, William A.	Stratford
Burt, Henry L.	Putnam	Griffin, Thomas B.	South Norwalk
Camp, Lester M.	Waterbury	Griswold, Charles R.	Hartford
Camp, Wililam H.	Canaan	Guernsey, S. F.	Southington
Cannon, Harry D., Ph.G.	Waterbury	Hadencamp, Frederick A.	Bridgeport
Cannon, LeGrand B.	New Haven	Hale, Homer R.	Norwalk
Cantarow, Jos. I.	Hartford	Hall, Alonzo B.	New Haven
Carter, Jas. S.	Hartford	Halliday, John	Essex
Casey, Thomas F.	Waterbury	Hamilton, Gurdon C.	Bridgeport
Chabot, David P.	Jewett City	Hamilton, William C.	Bridgeport
Chandler, George P.	Hartford	Harding, George H.	Derby
Cheney, Walter B.	South Manchester	Hardwick, George W.	Bridgeport
Chesbro, Samuel	Willimantic	Hartigan, Joseph D.	Bridgeport
Clark, Arthur Sanford	Waterbury	Hartstall, Isaac	Hartford
Cleveland, Rufus G.	Waterville	Hartwell, John H.	Shelton
Coburn, John S.	New Haven	Harvey, George S.	Waterbury
Cody, J. Henry	Bridgeport	Hays, Joseph A.	
Coleman, William J.	Hartford		147 S. 18th St., Pitts., Pa.
Cone, James W.	Waterbury	Herrick, B. A.	Norwich
Conway, Cornelius H.	New Haven	Hesse, Ernest F.	New Haven
Crary, Edwin	Hartford	Hetschel, E. A. F.	Glastonbury
Curran, John E.	New Britain	Hewitt, Elisha	New Haven
Cyrus, Karl O.	Bridgeport	Higby, Henry S.	New Haven
		Higby, James T.	Milford



Hillard, William C.	Bristol	Morgan, John A.	Norwich
Hillhouse, John T.	New Haven	Morgan, John A., Jr.	Norwich
Hindle, William P.	Bridgeport	Morgan, Nathaniel K.	Hartford
Hodgson, J. Arthur	New Haven	Morgan, Peter H.	Stamford
Hogan, John J.	New Haven	Morris, Hine	New Haven
Holton, Howard W.	New Haven	Morton, John H.	Branford
Hough, E. A .	Collinsville	Mosher, William R.	Meriden
Hubbard, Charles L.	Hartford	Mosher, W. W.	Meriden
Hull, Talcott B.	New Haven	Moss, Howard F.	Cheshire
Ives, Orrin F.	Hartford	Moulton, George F.	South Norwalk
Jacques, Eugene L.	Waterbury	Newton, Clarke H. W.	Torrington
Jamieson, George A.	Bridgeport	Newton, Philo W.	Hartford
Johnson, George T.	Norfolk	Nichols, J. C.	New London
Jones, John B.	Waterbury	Noble, William N.	New Milford
Jones, William H.	Stamford	Nolan, Edward F.	Torrington
Judd, Allen B.	West Hartford	Ostrofsky, Frank J.	Bridgeport
Judd, Frank H.	Naugatuck	Packard, Elmer C.	Collinsville
Judson, Arthur F.	Winsted	Palmer, Frank L.	Hartford
Judson, William L.	Woodbury	Palmer, Wm.	Torrington
Keegan, William P.	New Haven	Parker, Thomas L.	Deep River
Keefe, Michael J., Jr.	Torrington	Pease, Orren L.	Hartford
Keith, Charles E.	Naugatuck	Peck, Henry B.	Birmingham
Kerr, Charles	Danbury	Peckham, Frank E.	Branford
Killougey, John	Waterbury	Pendleton, Harris, Jr.	Guilford
Kimball, Richard H.	Hartford	Phelps, William B.	West Winsted
Kreimendahl, Frank H.	New Haven	Pickett, Wm. H.	Waterbury
Ladd, George M.	Guilford	Pierce, Austin D.	Hartford
Lake, Herbert W.	Waterbury	Pigeon, Hormedas F.	Meriden
Landis, Homer J.	New Milford	Pinks, Charles H.	Meriden
Lathrop, Elwyn G.	Hartford	Pitkin, Albert H.	Hartford
Lawrence John K.	Stamford	Pitt, John R.	Middletown
Leete, Charles S.	New Haven	Pixley, A. B.	Wallingford
Leighton, Adelbert R.	New Haven	Pelcher, Wm. E.	New Haven
Lemmon, George Allen	Thomaston	Pollak, Arthur	Waterbury
Leverty, Jas. P.	Bridgeport	Potter, LeRoi C.	Meriden
Leverty, John A.	Bridgeport	Pratte, Lucien	Waterbury
Levy, Isaac H.	New Haven	Prinz, A. C.	New Haven
Lewis, George F., M.D.	Collinsville	Prote, Jos. C.	Bridgeport
Linde, George S.	New Haven	Purdy, Harrison E.	Derby
Lloyd, William L.	Naugatuck	Rapelye, Charles A.	Hartford
Loeffler, George John	Hartford	Rapport, George L.	Hartford
Lowe, John W.	New Haven	Renouff, George E.	
Lowry, William A.	East Hartford		111 Fifth Ave., N. Y.
Lutz, Joseph H.	New Britain	Reynolds, William	Forestville
Lynch, Thomas J.	New Haven	Richardson, Edmond N.	Waterbury
Main, Thomas F.		Riggs, John A.	Norwalk
	278 Greenwich St., N. Y.	Risley, Leon S., Ph.G.	Hartford
Mansfield, Nathan J.	Telluride, Col.	Robbins, Geo. O., M.D.	Waterbury
Marron, Wm. F.	Stamford	Roberts, Albert F.	Lakeville
Marsh, Julian H.	Westville	Roe, James E.	Waterbury
Marwick, Albert, Jr.,	Hartford	Rogers, Frederick, M.D.	Willimantic
Marx, Otto C.	New Haven	Rogowski, Augustus L.	New, Haven
Mason, William H. H.	Windsor	Rose, Charles H.	North Manchester
May, James O.	Naugatuck	Rungee, Augustus H.	Hartford
McCorkle, George A.	Hartford	Ryan, Joseph P.	Meriden
McEnerney, James A.	Ansonia	Ryan, Thomas F.	Danbury
McNamara, Jos. N.	Bridgeport	Salisbury, S. Lloyd	New Haven
McNulty, Edward	Middletown	Sanford, Fred S.	Shelton
Mercer, Frederick W.	New London	Sargent, William H.	Moosup
Merriman, Edward W.	Bristol	Saur, Charles Leo	Bridgeport
Messenger, Charles F.	New Haven	Sawtelle, A. W.	Hartford
Metcalf, Arthur H.	New Haven	Schlag, William F.	Hartford
Metcalf, F. Elliott	Rockville	Schmelzer, Victor W.	Meriden
Metcalf, William A.	Rockville	Sears, James W.	West Haven
Mills, William H.	Winsted	Seinsoth, John J.	Hartford
Mix, Willis L.	New Haven	Shannon, James F.	Derby
Montgomery, Silas K.	Bristol	Smith, Dudley N.	Riverton
Moore, John E.	Waterbury	Smith, Frank M.	Willimantic



Stanford, Chas. A.	New Haven	Tracy, L. Howard	Hartford
Sullivan, John J.	Stamford	Tuckerman, John W.	Moosup
Service, John W.	Hartford	Taft, George F.	New Haven
Sevin, N. Douglas	Norwich	Umberfield, B. L., Jr.	Hartford
Shannon, Thomas R.	Hartford	Utle, Albert T.	Norwich
Shepard, Frederick E.	Danbury	Vance, Edward T.	Ansonia
Sheppard, Durell, M.D.	West Haven	Wadewitz, E.	New Haven
Sheridan, Richard M.	New Haven	Walker, Robert	Waterbury
Sill, William H.	Rockville	Walkley, Edward L.	Wethersfield
Simon, Phil	Danbury	Ward, Charles H.	Stamford
Simpkins, Arthur B.	New Haven	Webster, Arthur T.	Waterbury
Smith, George	Seymour	Webster, E. A.	Springfield, Mass.
Smith, John P.	Manchester	Webber, Henry S.	Hartford
Smith, Samuel W.	Ansonia	Weed, Edward P.	Norwalk
Southworth, Levi E.	Southington	Wells, Samuel J.	Waterbury
Spalding, Warren A.	New Haven	Wetherwax, John E.	New Haven
Sperry, Harmon J.	New Haven	Wheeler, Horace, Jr.	Mystic
St. John, Stanley J.	Danbury	Wheeler, Wm. B.	Danbury
Steiner, Henry J.	Norwich	Whittlesey, Charles W.	New Haven
Stevens, F. S.	Bridgeport	Wickes, Oliver L.	South Manchester
Storrs, Samuel P.	New Britain	Wilcox, Levi	Waterbury
Stoughton, D. G.	Hartford	Williams, Charles F.	Thomaston
Strong, A. L.	Suffield	Williams, Charles S.	Hartford
Strong, Nathaniel M.	Woodbury	Williams, Charles Henry	Thomaston
Sullivan, Daniel G.	Watertown	Williams, John K.	Hartford
Sullivan, Mark N.	New Haven	Williams, Samuel H.	New Haven
Switzer, Lewis Burt	Southport	Winckworth, Edward	Lakeville
Sykes, Edward S.	Hartford	Wood, A. Felton	New Haven
Taft, Ernest K.	Stafford Springs	Wood, James P.	New Haven
Talcott, Chas. H.	Hartford	Woodruff, Roderick S.	Waterbury
Thompson, Edward W.	New Britain	Woodward, Warren W.	Danielson
Thompson, Frank	New Haven	Wright, Wallace E.	Bridgeport
Thompson, William A.	Norwich	Young, William B.	Norwich
Tracy, D. W.	Hartford		

From a membership in 1896 of twenty-five, the number has grown to three hundred and with prospects of fifty new members at this session. It is not without sadness that the writer notes the absence of many of the old "war horses" for, while a few have become lame and discontinued their active interest, the larger number are "over the river," but that is natural and their places must be and will be filled by the younger members who will bring new blood, new ideas and more vigor into the work of placing the association upon broader and imperishable ground.

From the knowledge that I was a "Charter" member of this Association, I presume that you inferred that I ought to be able to write its history up-to-date, but never was a greater mistake made than when you assumed that I was anything approaching even a tolerable writer on such matters. However, I have endeavored to sketch rapidly just a few points of prominence in the existence of this association which may serve as "landmarks" for future writers more gifted in this line than I, and at the golden anniversary of all the pioneers will hold their meeting "beyond the river."

In 1907 pharmacist A. L. Dickinson presented the following:

#### THE ASPIRING DRUG CLERK AND HIS PRECEPTOR

Three years' experience in the drug business, working under the supervision of a licensed pharmacist, is all that is required under our State law to permit a young man to become eligible for examination before our State Pharmacy Commissioners. If successful in passing the examination, he is possessed of all the rights, powers and privileges of his preceptor, and is on an equal footing with all the pharmacists of the State. This being a fact, it is highly important that the examination of the Commis-



sioners should be broad in its scope and cover every branch of the business that the licensed pharmacists come in contact with, also a certain amount of technical knowledge, that the applicant can more easily answer, with a certain degree of surety, some of the problems that are propounded to him over the counter.

To help the applicant in his efforts to get his certificate of examination, his preceptor should take an exceptional interest, which in many cases, is entirely neglected and in many cases only done in a half-hearted way.

A young man enters a drug store to learn the drug business and is told by the proprietor where he can find an old dilapidated Dispensatory and there the proprietor considers his duty at an end. The young man struggles along, perhaps gains a little information and help from some clerk in the town and as soon as the three years have elapsed appears before the Commissioners for his examination.

The examination over, in due time he undoubtedly receives notice that he has not been successful, and oft-times blames the Commissioners for having given him a hard examination.

Cases like this appear more often from the large cities than from the smaller cities and towns, in fact, the applicant from the smaller place is receiving more help from the proprietor than the applicant from the large city.

The help that the clerk wants is advice as to what and how to study and this the proprietor can render with very little effort. The library of the average pharmacist is a farce, whereas, by an investment of less than \$10.00 per year, it might easily be established and maintained and in a few years be the envy of all aspiring clerks in the town.

In this was the library and assistance from the proprietor would create a condition where there would be a waiting list of clerks to be employed where to-day the position is unsought.

This little assistance would materially aid the Commissioners in raising the standard of the clerks and the profession in the State and place it nearer the level of our neighboring States that are favored with a College of Pharmacy.

The instance here cited is of the average young man that appears for examination before the Board and who must receive fair treatment and for whom the examination must be gauged.

Let the proprietor give his help and co-operation to the clerk and in this way render a service to the profession of the State."

Also in 1907, the pharmacy laws began to occupy everyone's attention, and were discussed in some detail. The narcotic act, perhaps, attracted most attention, and we include it here:

Section I. No person shall sell, furnish, or give away, except to a licensed physician, pharmacist, dentist, or veterinarian in the manner hereinafter provided, any cocaine, salts of cocaine, or any preparation containing cocaine or salts of cocaine, eucaine or its salts, or heroin or diacetyl morphine and its salts, or dionin or ethyl morphine or any of its salts or derivations, or morphine or any derivation thereof, or any gum or natural opium except in a form adapted to external use only, or in preparations

containing not more than one-half grain of morphine, or not more than avoirdupois ounce except upon receipt of a prescription properly written and signed by a licensed physician, and only within five days after the date of such prescription. Every such prescription shall be retained by the person who dispenses the same and shall be filled but once, and shall be kept in a separate file or book; and said person shall enter in a book kept for that purpose, the date of the sale, the name and address of the purchaser, and the name of the person making such sale. Such prescription shall contain the date of its issue, the name of the person to whom it is issued, and the prescription in full.

Section II. No person shall sell to any pharmacist, physician, dentist or veterinarian, any of the preparations referred to in Section I of this Act, except upon receipt of a written order therefor, which shall contain the date, the name and quantity of the article desired, and the name of the person to whom the article is sold, and said order shall be retained in a separate file or book by the person dispensing the same.

Section III. Every person who shall sell any of the drugs mentioned in Section I upon orders provided for in Section II shall file with the Commissioners of Pharmacy, on or before the tenth day of each month, a report showing all such sales made during the preceding month, provided licensed pharmacists making sales to licensed physicians, dentists, or veterinarians only shall not be required to make such report.

Section IV. The Commissioners of Pharmacy shall prepare and furnish to all local boards of health and health officers, official order blanks, serially numbered with stubs attached, in book form, upon which blanks must be written in ink orders for the purchase of any of the drugs mentioned in this Act, by any physician, pharmacist, dentist, or veterinarian and such orders shall be furnished, by said boards of health and health officers, to any licensed physician, pharmacist, dentist, or veterinarian. Each of said blanks shall have printed thereon a facsimile of the seal of the State of Connecticut.

Section V. No person shall copy the original prescription or order written by any person authorized to issue the same, in accordance with the provisions of this Act, or use a copy of the original prescription or order for the purpose of obtaining any of the drugs mentioned in this Act, and no prescription shall be refilled except upon an order written upon the original prescription by the physician who issued it.

Section VI. All written orders and prescriptions required by this Act and filed, in accordance with its provisions, with any person, jobber, wholesaler, or manufacturer shall be open to the inspection of all prosecuting authorities.

Section VII. No person not a licensed physician, dentist, jobber, wholesaler, manufacturer, or pharmacist, shall have in his possession at any time more than five grains of any of the drugs mentioned in Section I.

Section VIII. Any person who shall violate any of the provisions of this Act shall be fined not more than five hundred dollars, or imprisoned no more than one year, or both.

Section IX. The Commissioners of Pharmacy, in making payments to the Treasurer of the State, as provided by Section 15 of Chapter 216 of the Public Acts of 1909, are hereby authorized to retain, in the hands of



the Treasurer of Said Commission, a balance not exceeding five hundred dollars as a reserve fund for the purpose of defraying expenses.

Section X. Chapter 127 of the Public Acts of 1905 and Chapter 30 of the Public Acts of 1909 are hereby repealed.

Approved June 25, 1913."

The president's address, 1908, concerned the operations of the association; special meetings; commercial conditions; American Pharmaceutical activities; constant harping on laws detrimental to pharmacy and pharmacists; excise taxes; the Pharmacy and Queries committee, which was second in importance only to the Executive committee; N.A.R.D. activities; the United States Pharmacopoeial, 1910; National Pure Food and Drug law; and drug store insurance.

In 1909, a traveling men's organization was formed, and in 1910, its members voted to hold two meetings a year in conjunction with the C.P.A. conventions.

At the 34th annual meeting the Connecticut Pharmaceutical Association held at the Shoreham, Morris Cove, New Haven, June 14-15, 1910, the members seemed very much interested in the problem of dispensing doctors. President P. J. Garvin said in his address:

"Believing it to be the duty of your President to present conditions as he views them in the practice of our profession, I will now attempt to bring to your attention the disadvantage under which we labor.

To begin with, the American Medical Association in all the states and by Congress of the United States, was successful in enacting Pure Food and Drug Laws, which, exempt from those same laws, two thirds or more of the medicines consumed by the people in this country. This may appear at first a trifle overdrawn, but the men who stand high in the profession, after a long study, give these figures and they are absolutely uncontradicted. Picture to yourselves, men who are positively unqualified, dispensing about 70% of drugs and medicines, while the Pharmacist dispenses the remaining 30%. To say the least it is a condition that needs investigation. The changes that have occurred in Pharmacy during the past twenty-five years are unmistakable proof that we have not forged ahead from a professional standpoint. We are being forced into a condition of commercialism, purely through an apathy on our part that never should have occurred.

Dispensing by doctors has grown to such an amazing extent, that a very large per cent of the Pharmacists are obliged to depend almost wholly on sales of soda, cigars and candy, to meet the necessary expenses incurred by them.

What inducement can we hold out to the bright young man whom we are desirous of inviting to join our ranks when the best we can offer him is a nominal salary of possibly not over \$18.00 a week, with long hours, Sundays and holidays included and the major portion of his duties consisting of dispensing soda, and side lines, that could be handled equally as well by an individual of a lesser education? There is no use denying it, as a profession we have taken a step backward in allowing ourselves to drift away from ethical pharmacy. To-day, in a very large measure, we are simply purveyors of merchandise that is found in the most ordinary shops. Who spends more time and wastes more nervous energy than the poor unfortunate Pharmacist? Who, laboring under those adverse condi-



tions, finds it in many cases almost an impossibility to liquidate his honest obligations?

It can be safely stated that the number of men in our profession to-day who have made a financial success of all this hard work is discouragingly small. The dispensing doctor is the greatest menace that presents itself at the present time. Were the public to know of the danger in accepting medicines from men whose only training in Pharmacy consisted at best of a few months in some Medical School, it surely would take the matter into its own hands. It is nothing short of farcical to assume that any man, regardless of his scholarly attainments, can equip himself with a few lectures, in as many months, to dispense with safety drugs and medicines for the sick. We would not be accused by any sane individual of having in our ranks on the whole, men who are intellectually lower than the medical profession, and yet we know that it takes five years to qualify as a fully registered Pharmacist in this State. How is it, I ask you, that a physician can equip himself in four years as a surgeon, medical doctor and pharmacist? Isn't it folly when you give it serious consideration? Has it ever occurred to you, that while we are held to a strict account as to the purity of our drugs and chemicals, that the physicians in the State, may with perfect safety under the law, dispense spurious material? How many times have you been asked by a physician to make a price on fluids and tablets in competition with some cheap supply house, when you knew that the active drug alone, as represented, cost more than the finished product? What deductions can you draw other than the unfortunate ill are being supplied with medicines far below the standard and that their recovery is necessarily slow? Imagine the privileges of the Connecticut physician; he may diagnose the case of his patient, administer the medicine without aid from any Pharmacist, and if the patient does not recover, he may sign the death certificate and there ends all so far as he is concerned. There is probably not a druggist who has been doing business for (we will say five years) who cannot remember half a dozen possible fatal mistakes owing to ignorance of prescribing by physicians, which goes to show that safety can only be hoped for when the Apothecary does the dispensing.

It may be interesting for you to know that your president interviewed some of the brightest minds in the practice of medicine in different portions of this State during the past year, and every man agreed that it is unquestionably dangerous to human life for a doctor to dispense. Many reasons are given by these medical dispensers for indulging in the practice, the principal ones being substitutions and incompetency on the part of the men employed in Pharmacy. If the former be true to the extent they claim, why is it that we have not seen evidences of it? The latter is too absurd to consider, and for the sake of argument, granting that both accusations might have been true, what excuse have they now? With the enforcement of the Pharmacy Law under our Pharmacy Commissioners, have we not shown the entire medical fraternity that their prescriptions are taken care of by competent men, regardless of the time of day they are presented to us?"

And also, made the following recommendations:

1. I would recommend that the Association instruct the Legislative Committee to work untiringly toward the enactment of a law that will bring the dispensing physician under the **ACT CONCERNING PHARMACY** that at the present time we are observing. Without this occurring our present laws are simply burdensome and not sufficiently protective.



2. I would recommend that we discontinue to distribute from our pharmacies, advertising material that deals exclusively with venereal diseases when there is a possibility of its reaching the hands of the innocent school child.

3. That where a pharmacist is enjoying the prescription work of ethical physicians, he will positively refuse to make displays of patents or endorse over his name their so-called merit.

4. I would recommend that when any physician wishes to see the prescription of a brother practitioner, under no circumstances must he be given the privilege without at first having the consent of the original prescriber. (This is simply a square deal.)

5. That we continue our affiliation with the N.A.R.D. and, by it prove that we are in sympathy with the U.S.P. and N.F. Propaganda, and every move that will bring about the honest uplift of our profession and a better understanding with the medical fraternity.

6. That a COUNTRY STORE where domestic remedies are kept for sale, be construed to mean under the law "a store where there is not a registered pharmacy in that particular city, town or borough."

Rules and Regulations of the Board of Pharmacy that year were 26:

1. Every application for license or examination must be made on blanks furnished by the Secretary of the Board and signed and sworn to by the applicant.

2. Every applicant must establish his right to a license by an examination by the Commissioners in accordance with the provisions of General Statutes.

3. All applicants for Registered Pharmacists, must be 21 years of age and have had five years' practical instruction in a drug store proved by the affidavit of the applicant and instructor, or other satisfactory evidence.

4. All applications for examination as Assistant Pharmacists, must have had three years' practical instruction in a drug store, proved by the affidavit of the applicant and instructor, or other satisfactory evidence.

5. Meetings of the Commissioners will be held at the Commissioners' room in the Capitol at Hartford, as is provided by law, on first Tuesday of January, April, July and October, and at such other times and places in each year it shall be deemed necessary.

6. Licenses will be renewed on application, without evidence in addition to the originally submitted, provided such license has been kept in force. Licenses allowed to lapse can be renewed only by examination, except those granted upon certificates of examination, from this Board in which case the license can be renewed upon payment of \$3.00.

7. In cases where objection is made to the granting of any license applied for, the applicant shall have notice thereof, and an opportunity shall be given him to be fully heard concerning such objection.

8. Applications (except for examination) must be accompanied by the fees prescribed by statutes, viz.: five dollars (\$5.00) for examination as registered pharmacist, three dollars (\$3.00) for registered assistant, two dollars (\$2.00) for renewals, and one dollar (\$1.00) annually for drug store registration.

9. Applications for examination must be sent to Secretary at least fifteen days before a meeting. No applicant will be examined at that meeting unless his application has been duly filed, and he has been notified to appear. All applications shall be filed by the Secretary in the order in which they are received. Upon receipt of application the Secretary shall notify the applicant when to appear. Applicants who have appeared and been rejected, must notify the Secretary of their desire to reappear in the same manner as new applicants, but it is not necessary to file new applications. Should anything arise to prevent an applicant from appearing at time assigned him, he should notify the Secretary in order that his place may be filled or his name will be stricken from the list in the event of applicants being obliged to wait for examination, they shall be given the precedence at the next meeting of the Board.

10. In case an applicant for examination fails to pass on first trial, a second examination without fee shall be granted if applied for within six months.

11. The certificate of fitness required (by change in Excise laws) to accompany all applications for liquor license, will only be issued by the Board of Pharmacy to those conforming to rule of board relative to it.

12. All successful applicants for Registered Pharmacists and Registered Assistants will be required to conform, over their signature to rule of Board of Pharmacy relative to liquor sales.

13. Each proprietor of a pharmacy, drug store or other place where medicines are retailed, compounded or dispensed must take out a pharmacy or drug store license before opening said place for business.

14. When the proprietor of a pharmacy or drug store has taken out a store license and then subsequently moves the store to another locality, he may have a change of location endorsed across the face of the certificate without payment of another fee.

15. Either the full name of the proprietor or the initials of the proprietor's given name prefacing his surname shall be considered as the actual name to be placed upon the exterior of the premises where the pharmacy is located. The surname alone, is not sufficient. In the event of the proprietor not being a Registered Pharmacist, the name of the Registered Manager must also appear.

16. Applications for store registration which do not contain the data required will be returned for correction and the store will not be registered until the data called for is stated under oath.

17. In addition to the statements made in the application for annual store registration, every proprietor of a pharmacy or drug store shall report to the Secretary of every person subsequently employed in the compounding of prescriptions or the handling or dispensing of medicines or poisons within twenty days after the commencement of such employment.

18. Every licensed pharmacist, druggist or assistant pharmacist who shall hereafter engage as an employe in the practice of his profession within the State of Connecticut shall report such engagement to the Secretary of the Board of Pharmacy within twenty days after the commencement of such employment.



19. A person holding both pharmacist's and assistant pharmacist's license from a former Board shall be entitled to only one license from this Board, the greater one including the lesser.

20. Substitute certificates may be issued to persons who have been licensed by one of the former Boards and continued in good standing and whose certificates have been lost or destroyed. One dollar shall be the fee to be charged for substitute or duplicate certificates. Fifty cents shall be the fee to be charged for duplicate store registration certificates issued in lieu of those lost or destroyed.

21. Definition of the words "temporary absence." The phrase "temporary absence" is construed to permit a licensed pharmacist in charge of a store to leave such store in charge of a licensed assistant or druggist occasionally for a period not exceeding twelve hours, but the licensed pharmacist shall be required to report to such store within the business hours of the day.

22. No employe of the Board shall be permitted to receive any money or other gratuities from pharmacists or druggists for any services rendered, except by and with the sanction of the Board.

23. Unless upon the recommendation of the Board members, relief clerks must deposit their license certificates with the Secretary while using a card certificate.

24. Every drug store or pharmacy shall own and have on file at all times the eighth decennial revision of the Pharmacopoeia or some other publication embodying its text in full, and no store registration certificate shall be issued until this rule has been complied with.

25. Every application for interchanging certificate must be accompanied by fee of \$10.00 for certificate and \$1.00 for Secretary of Board certifying to applicants application. No interchange certificate issued unless applicant is actually employed and taken residence in the State.

26. Interchange certificates issued to licentiates from all other New England States except Rhode Island.

Respectfully submitted,

JOHN A. LEVERTY,

Secretary.

Because of the importance of the work done by the Traveling Men's Association, this history certainly should include their articles of Association, list of charter members, constitution and by-laws:

WHEREAS, We, the following traveling men as associate members of the Connecticut Pharmaceutical Association, in attendance at this the thirty second annual convention of the Association, realizing and fully appreciating the great scope of the work of this Association and feeling a deep interest in its future and a promulgation of the principles which are fundamental to the continued growth and life of this Association and desiring to do our part toward the strengthening of this Association by promoting enthusiasm among the druggists of this State toward the CONNECTICUT PHARMACEUTICAL ASSOCIATION, we feel that, as a duly organized body, to be hereafter known as, THE TRAVELING MEN'S AUXILIARY OF THE CONNECTICUT PHARMACEUTICAL ASSOCIATION, we can accomplish greater benefits for the State Association than could otherwise be obtained. It is therefore RESOLVED, that we, the traveling men of Connecticut hereby subscribe our names to the roll

of what shall hereafter be known as THE TRAVELING MEN'S AUXILIARY OF THE CONNECTICUT PHARMACEUTICAL ASSOCIATION and it is further RESOLVED, that we, the traveling men of the State of Connecticut, do hereby in Convention assembled, adopt suitable By-Laws and Regulations providing for the election of necessary officers, to the end that the interests of the CONNECTICUT PHARMACEUTICAL ASSOCIATION may be further enhanced both socially and commercially, and in subscribing our names we do so with the firm determination to promote the interests of THE CONNECTICUT PHARMACEUTICAL ASSOCIATION, and individually endeavor to increase the beneficent features of its annual convention, legislative, commercial and social.

EDMOND N. RICHARDSON	Waterbury, Conn.
FELIX A. GOSSELIN	Hartford, Conn.
L. D. ETMAN	Pittsfield, Mass.
JULIAS FOERSTER	Malden, Mass.
J. E. CARY	New Rochelle, N. Y.
H. S. WEBBER	Hartford, Conn.
RICHARD L. MUMPETEN	Brooklyn, N. Y.
CHARLES J. SOHNI	Brooklyn, N. Y.
E. W. EMERY	Quincy, Mass.
ROBERT E. SMITH	New Haven, Conn.
JOHN E. RILEY	Dorchester, Mass.
J. H. DENBY	Hartford, Conn.
A. C. WURTS	Hartford, Conn.
F. A. WOLFF	New Haven, Conn.
R. F. ISBELL	New Haven, Conn.
F. M. DOOLITTLE	New Haven, Conn.
B. G. GREEN	New York, N. Y.
GEORGE R. HAACKER	New York, N. Y.
WILLIAM H. SYKES	Providence, R. I.
W. H. NEWTON	New Haven, Conn.
E. B. STEVENS	Cambridge, Mass.
C. H. VANBUREN	New York, N. Y.
C. F. CARPENTER	Waterbury, Conn.
CHARLES M. JARVIS	New York, N. Y.
JAMES F. KENNEY	Hartford, Conn.
JOHN BAKER	Branford, Conn.
FRANK C. HARTMAN	Middletown, Conn.
EDWARD E. ULRICI	Arlington Heights, Mass.
JOHN J. HORAN	Meriden, Conn.
D. C. BRIGGS	Hartford, Conn.



# CONSTITUTION

## ARTICLE I

### Name

This Association shall be called The Traveling Men's Auxiliary of the Connecticut Pharmaceutical Association.

## ARTICLE II

### Object

The aim of this Association shall be to unite the Traveling Men soliciting commercial business in the State of Connecticut and through them to add to the membership of the Connecticut Pharmaceutical Association and individually endeavor to increase the beneficent feature of its annual convention, legislative, commercial and social.

## ARTICLE III

The Association shall consist of active members and shall meet simultaneously with the Connecticut Pharmaceutical Association at the call of the chair.

## ARTICLE IV

The Association shall have the following officers: a President; Vice-President; Secretary and a Treasurer (the offices of Secretary and Treasurer can be held by one person when circumstances warrant same) all of whom shall be elected by ballot at the annual meeting; also an Executive Committee, consisting of five members to be appointed by the President annually and they to select their own Chairman.

## ARTICLE V

Every proposition to alter or amend this Constitution shall be submitted in writing thirty days prior to the next annual meeting and may be balloted for at the said meeting when, upon receiving the votes of three-fourths of the members present, it shall become a part of the Constitution.

## BY-LAWS

### CHAPTER I. DUTIES OF OFFICERS

#### ARTICLE I

The President shall preside at all meetings of the Association. In his absence, or inability to preside, the Vice-President, or in his absence, a President pro tempore shall perform the duties of the President. In all balloting, and on all questions upon which the yeas and nays are taken, the President is required to vote; in other cases he shall not vote unless the members be equally divided. He shall call a special meeting whenever requested by five members, and present at each annual meeting a report of the operations of the Association.

#### ARTICLE II

The Secretary shall keep a record of all the proceedings of the Association, a list of the names, residence, and the date of the entrance of each member, and be the custodian of all papers and reports read. He shall conduct all correspondence of the Association, and notify each member of its meetings, and shall officially notify each elected officer and appointed committee-man of such election or appointment.

#### ARTICLE III

The Treasurer shall have charge of all funds of the Association, for which he shall be personally responsible, collect all money due the Asso-

ciation, pay all bills when countersigned by the President, render a full report at each annual meeting, and report the state of the treasury when called upon.

#### ARTICLE IV

The Treasurer shall also embody in his report a list of the bills paid by him with their respective amounts, which shall have received the endorsement and approval of the appropriate committee.

#### ARTICLE V

The Executive Committee shall take into consideration and report without delay, on all matters of business, and on all propositions for membership, and audit all bills against the Association; and in their annual report they shall give such biographical notices, relating to the professional and business career of the deceased members as they deem proper.

### CHAPTER II. MEMBERSHIP

#### ARTICLE I

Eligibility to membership of this Association is restricted to the Traveling Salesman or member of a firm affiliated with the drug trade in the State of Connecticut.

#### ARTICLE II

Propositions for membership shall be made to the Executive Committee in writing, with the endorsement of two members of the Association in good standing. Three members of the Executive Committee, after investigating the claims of the candidates for membership and finding them to be satisfactory, shall declare the candidates to be members of the Association.

#### ARTICLE III

No person shall be considered a member of this Association until he has paid the annual contribution for the current year, which amount must accompany his application.

#### ARTICLE IV

Every member shall pay in advance to the Treasurer, two (\$2.00) dollars, as his yearly contribution, and shall lose his membership by neglecting to pay said contribution for two successive years, after the Treasurer shall have reminded him of his indebtedness by a third annual bill and statement of account. Any member thus losing his membership can be reinstated by paying the amount charged against him.

#### ARTICLE V

Resignation of membership shall be made in writing, to the Secretary, but no resignation shall be accepted from any one who is in arrears to the treasury.

#### ARTICLE VI

The Association shall have power, by a two-thirds vote of all its members present at a regular meeting, to expel a member.

### CHAPTER III. MEETINGS AND ORDER OF BUSINESS

#### ARTICLE I

The Annual Meeting shall not be called to order until after the first session of the Connecticut Pharmaceutical Association has adjourned.

#### ARTICLE II

Three-fourths of the members present at the Annual Meeting shall constitute a quorum.



### ARTICLE III

The order of business shall be as follows:

1. Opening Exercises.
2. Reading Minutes.
3. Election of Members.
4. Reports of Officers.
5. Election of Officers.
6. Reading Communications.
7. Reports of Committees.
8. Miscellaneous Business.
9. Installation of Officers.
10. Adjournment.

## CHAPTER IV. RULES OF ORDER

### ARTICLE I

The ordinary rules of parliamentary bodies shall be enforced by the presiding officer, from whose decision, however, appeals may be taken if required by two members, and the meeting shall thereupon decide, without debate.

### ARTICLE II

When a question is regularly before the meeting, and is under discussion, no motion shall be received but to adjourn, to lay on the table, for the previous question, to postpone to a certain day, to commit or amend, to postpone indefinitely, which several motions have precedence in the order in which they are arranged. A motion to adjourn shall be decided without debate.

### ARTICLE III

No member shall speak twice on the same subject, except by permission, until every member wishing to speak has spoken.

### ARTICLE IV

On the call of any two members the yeas and nays shall be ordered, when every member shall vote, unless excused by a majority of those present, and the names and manner of voting shall be entered on the minutes.

## CHAPTER V. MISCELLANEOUS

### ARTICLE I

In all such points of order as are not noticed in these By-Laws, the Association shall be governed by the established usages in all assemblies governed by parliamentary rules.

### ARTICLE II

Every proposition to alter or amend these By-Laws shall be submitted in writing, and may be balloted for at any subsequent session, when upon receiving the votes of three-fourths of the members present, it shall become a part of the By-Laws.

### ARTICLE III

No one or more of these By-Laws shall be suspended.

Nineteen hundred fourteen found a narcotic sales once more occupying the spotlight, and in 1915 a price maintenance bill was discussed. It should be noted that the C.P.A. was still leaning heavily on the work of the two great national organizations, the A.Ph.A. and the N.A.R.D., for guidance.

In 1916 the serious topic of pharmaceutical education was brought before the convention by B. E. Hockert, who made the following statement:

“The movement for a higher education has during the last few years reached the pharmaceutical profession, as in fact it has all professions.

A pharmacist's education is, as well as all others, of two kinds—practical and professional. And to be of any real value both must necessarily go hand in hand, for a practical education is not of much value without the theory, and a theoretical is of very little value without practice.

If we look first at the practical side we find that the general opinion is that a pharmacist's practical education ought to consist mainly of ability to sell drugs, fill prescriptions, to recognize drugs and chemicals, to make some simpler preparations and to make some of the tests prescribed. But there are many other things of practical value that are very necessary for him. One is to be able to make up real good formulas of different kinds. It is, for example, a fact that as a rule the pharmacist is dependent on printed formulas both for his own medical preparations and toilet articles. Another fact is that a physician, when he wants a new formula, as a rule does not turn to a druggist, but to a representative of some pharmaceutical manufacturing house. This one in turn sends the request to his house, whose chemist works out the formula. Another, the pharmacist all too often is dependent on the pharmaceutical manufacturing houses. During the last few years very much has been said and printed about the great number of preparations and drugs not up to the standard found in drug stores. In the majority of cases such preparations have been bought from manufacturing houses and the pharmacist has been lacking either time or knowledge to control them.

Again, the testing chemist may have had political pull and not knowledge. Then either he has not been able to make the tests properly or may have considered it to his advantage to find as many faults as possible. In either case the pharmacist gets the blame and is the sufferer. In all these cases a more thorough practical education would have been of great advantage to the pharmacist.

To be able to find out what theoretical knowledge is required of a pharmacist, I have requested a number of state pharmacy boards for a copy of their examination questions. Several have kindly sent them to me. I found that they all require just so much knowledge of the different sides of scientific pharmacy as a man is able to acquire by studying for himself, provided he has a fair school education.

I will therefore, say that the theoretical knowledge required of a pharmacist to-day is no more than he very well ought to be able to acquire without any help more than the registered pharmacists in a store easily can give. That so many do not pass board examinations must therefore depend on too little previous education.

To be able to understand thoroughly scientific subject it is absolutely necessary to have enough previous education to know how to study and, in my opinion, that is what is lacking. For, in my opinion, we all have a right to expect of our schools the elementary knowledge and to teach us how to study.

About the Pharmaceutical Colleges, I can only speak from what I have seen in their literature. To judge from this they propose to give in two years a full pharmaceutical education. They seem to give over the whole first



year to elementary pharmaceutical education that the students ought to have acquired before in a drug store the real scientific (practical and theoretical) pharmaceutical education that ought to be the college's whole aim and to which alone ought to be given the whole two years of a college course. The curriculum for this one year is splendid and would, if sufficient time were given, make American pharmacists the best in the world. The main reason our pharmacy college graduates are not is that so much is studied in the last year that the average man cannot digest it.

Now, let us see how the education for a pharmacist can be arranged so that the American pharmacist can become both practically and theoretically the best in the world.

First: Nobody should be allowed to enter a drug store as an apprentice without at least two (better three or four) years' high school education. Every apprentice ought to be enrolled with the State Board of Pharmacy.

Second: After three years' work in a drug store (or maybe part of the time can be allowed in a dispensary or laboratory) the apprentice should take an Assistant Pharmacist's examination for his state board.

Third: No pharmaceutical college should accept any student who has not taken the assistant pharmacist examination.

Fourth: The colleges should give their whole time to the higher pharmaceutical education, at least one whole year being given to laboratory work.

Fifth: Every applicant for Registered Pharmacist's examination should have graduated from a pharmaceutical college.

Sixth: The Registered Pharmacist examination should be considerably extended both in practical and theoretical requirements; especially should every candidate be required to show his ability to test chemicals and galenic preparations, assay such drugs as opium, nux vomica, digitalis, etc., and other such work. Those tests should be by actual work and not only by questions.

Seventh: The requirements for license to manage a pharmacy should be not only a Registered Pharmacist's examination, but also two or three years' practical work after finishing the college courses. And to make such an education more valuable I shall add an

Eighth: The number of drug stores should be limited by law.

Of course the above requirements are very stringent, but I think that everyone will admit that it is just what ought to be required. It cannot be obtained at once, but we must set our aims high. If we compare it with the requirements in other professions it is not so very much.

It is true that it will take seven or eight years, but during that time the young pharmacist is able to earn his living and more, except during the two college years. Besides the time required in the colleges in this country is so short that the majority ought to be able to earn something even during this time. Against this long time we may put the much higher standing that the pharmacists would have in the community and the much higher confidence the medical profession would have in the pharmacists, for I think all considered it would pay."

Four years later found pharmacists in the legislature; powers of the  
*thirty*

pharmacy commission expanded; the college of pharmacy decided upon (as a part of Yale University) and the president's badge cost \$15.91.

The College became a reality in 1922 and scientific papers disappeared from the meetings as did the Pharmacy Queries committee. In 1923 legislation had a "Limitation of Drug Stores" bill, with \$200 placed as the fee — \$1000 suggested.

While I have not studied nor read the histories of other State associations during these past 25 years (1898-1923), meetings of the secretarial conference lead me to believe that ideas and ideals ran parallel; from the absolute unadulterated interests in professional pharmacy, we began to lean toward the commercial side; from the intense interest in the business angle discussed at conventions, we began a tendency to emphasize the social events. Connecticut secured a Fair Trade law, and in each session of the legislature had laws passed which were favorable to the profession and its members, and defeated laws which were not. Politics became an important factor in organization matters — and still is. Our governor was given a list of names voted upon at an annual convention and from this list was to appoint one member to serve on the State Pharmacy Commission.

Perhaps it would be advisable to quote the names of those on nominating committees in 1926, at which time Hubert C. Hodge was president. Resolutions: John B. Ebbs, Ernest L. Gyde, Charles Gustafson. Nominating committee for commissioners of Pharmacy: Samuel H. Williams, W. F. Marx, George Blackall, John E. F. Jones, George Johnson, John H. James, Charles S. Finch. Nominating committee for officers: Curtis P. Gladding, Joseph Hartigan, William H. Pond, Samuel Aller, Thurston Gilbert, Victor M. Schmelzer, and Prescott Williams. Also at this 50th anniversary the chairman of the historical committee, Charles R. Rapelye read the following condensed history of our 50 years:

"To the Officers and Members of the Connecticut Pharmaceutical Association:

Gentlemen:

We present herewith a condensed history of this Association for its past fifty years of service.

The thought of a Pharmaceutical Association in this state came from a conversation between three men who were returning home from a meeting of the American Pharmaceutical Association at Boston, and through them eight of the most prominent pharmacists of the state were asked to meet in New Haven and confer regarding the matter. It was considered advisable to send an invitation to 25 pharmacists in the larger cities and towns of the state to meet and consider the question.

The preliminary step looking to the formation of an association in Connecticut was taken in the sending out of this invitation to twenty-five of the more prominent pharmacists of the State to meet in New Haven on February 9th, 1876, to take up the matter and consider its possibilities and desirability.

After discussion it was voted that the Connecticut Pharmaceutical Association be formed and a constitution and by-laws were adopted. The organization was perfected and started on its way to be what has proved to be, through wise and well directed efforts, a useful and valuable organization to the pharmacists of Connecticut.



All honor to those men who by their foresight and earnest efforts and who builded better than they knew, this Association which was and is a monument to their wisdom.

Nathan Dikeman was elected the first President of the Association. In his address at the first annual meeting he well said: "I trust that the Association may at an early day embrace in its membership all of the reputable druggists and pharmacists in the state, so that the end for which it was organized, the upholding and the elevation of the standard of pharmacy, thereby meriting the respect and confidence of the public, may be fully accomplished; further, I trust the formation of this Association may be the means of bringing about a better acquaintance and more cordial relations between its members." Could he be here today and see this gathering it is without the least doubt he would feel that his hopes for the welfare of the Association had in all respects been fully realized.

1877. The outstanding feature of this meeting was the presentation of a draft of a pharmacy act which was discussed and finally adopted and a committee was appointed to present the act to the Legislature, and in accordance with its provisions a list of six names was selected to be presented to the Governor.

The legislature being then in session, the act was immediately presented them and a hearing was assigned before the Judiciary Committee, but they reported unfavorably on the act. Thirty-five new members were elected, the membership being now 100, showing that activity and progress in the Association were being made.

1878. The Pharmacy Act was again presented to the Legislature, but the idea and purport of such legislation not having been fully grasped, the act was again reported unfavorably. The matter of its value to the pharmacists and the public was not being well understood.

1879. The Pharmacy Act was continued to the next session of the Legislature, evidently gaining some attention.

1880. The Pharmacy Act was again presented to the Legislature and it was apparent that it had gained some prestige before the Committee at the hearing, as they reported that it ought to pass; but widespread discussion in the press and among those who thought they might be affected by its provisions resulted in both houses finally concurring in continuing the act to the next session.

1881. The Association was partially successful after much persistent effort in securing the passage of a Pharmacy Act so modified as to apply only to cities and boroughs, and with a requirement which went into effect June, 1881, that the Commission should consist of two pharmacists, the third member to be a physician.

The final success of the Association in securing the passage of the act was favorably received by pharmacists throughout the state, and many in towns who were not affected by its provisions desired to accept the law and be included in its provisions.

Commissioners were duly appointed and the law put in force.

1882. An amendment was secured to the Pharmacy Act which extended the provisions of the law to the entire state and strengthened the law regarding the dispensing of poisons.

1883. A delegation from Massachusetts attended this meeting and presented a plan for a rebate system to regulate prices.

1884. The membership was reported to be 248.

1885. Our late esteemed member, John K. Williams, was elected President of the Association.

1886. A constitutional amendment was proposed to change the date of the meeting from February to June. This amendment was defeated at the next meeting.

1887. The President recommended that action be taken in the matter of the incorporation of the Association, and it was referred to the Legislative Committee.

1888. The Association was asked by the American Pharmaceutical Association to appoint one of its members to act with one from each state Association and an original committee of five to draft the first edition of the National Formulary. President Wilson appointed Charles A. Rapelye to represent this Association on that Committee.

1889. The first edition of the N. F. was issued, and as it has been revised from then on has proved a valuable adjunct to the U.S.P.

1889. The Act of Incorporation was passed by the Legislature and was adopted at a special meeting of the Association. Immediate action being necessary in order that we might have representation in the coming Convention of the U.S.P., three delegates were appointed.

1892. A long and very interesting report by the Reporter on the progress of pharmacy was presented.

1893. The Pharmacy Commission advocated changes in the Pharmacy Act relating to examinations. The new method proposed a more practical examination, including a demonstration of ability to properly compound prescriptions and also oral analysis of prescriptions. The new plan met with favor and through the Legislative Committee the necessary amendments to the law were passed and the practical examinations were adopted by the Board.

1896. An amendment to the Pharmacy Act was secured, changing the composition of the Board of Pharmacy so that it would consist of three pharmacists, instead of two pharmacists and one physician, this action having become necessary on account of the practical examinations now given.

The time to hold the annual meetings was changed to June in place of February.

The Association learned with sorrow of the death of L. I. Munson, who was one of the most active of the charter members and an ex-President and a member of great influence in its earlier history.

The resignation of Frederic Wilcox as secretary was received with regret. He had served the association for 17 years and was very popular and efficient in that office.

1897. This meeting was the first to be held in June and President Gladding congratulated the members on the change of date, the meeting



being held in New London. All enjoyed the change from wintry February to balmy June.

1898. Three delegates to the U.S.P. Convention in Washington, D. C., were appointed.

The first gold badge was given to retiring President N. D. Sevin.

1899. What has proved to be one of the most important acts of this Association was on taking action on a call from the Chicago Retail Druggists' Association to state and local Associations to send delegates to a meeting in St. Louis, Mo., to take up the matter of a National Association of Retail Druggists to deal with commercial and legislative problems.

As action must be immediate, the matter came before the Executive Committee and it was voted to send two delegates to St. Louis as representatives. John W. Lowe and Chas. A. Rapelye, Secretary, were appointed. The delegates on coming together found an intense interest in the proposition placed before them, and proceeded to organize the N.A.R.D. along lines which promised success. That the foundation was wisely laid, the history of the N.A.R.D. amply proves, and this Association may well be proud of having been represented at the initial meeting.

1900. The N.A.R.D. having started on its work and being apparently on the road to success in improving conditions in the drug trade, this Association voted to affirm its loyalty and pay its annual dues and send delegates to the next Convention.

1901. This meeting was held at the Branford Point House, which was selected by the New Haven members and was a memorable meeting, some 350 members and ladies being present.

Seventy-five new members were elected to membership.

1902. A by-law was voted by which traveling men in the drug trade were to be admitted as associate members.

1903. Fifty-five new members were elected, showing constant growth and interest in the Association; also 16 associate members.

1903. A law was passed prohibiting the sale of cocaine.

1907. It was voted that midwinter meetings be held in the future. Three exceptionally interesting papers were presented and discussed.

Seventy-six new members were elected, bringing the total membership up to 586.

1908. The first midwinter meeting was held in Bridgeport in January. Legislative matters were taken up and also discussion was had regarding a new and better pharmacy law.

1909. A midwinter meeting was held in Hartford in January. A draft of the new pharmacy act was submitted, and the several items were discussed at length and the proposed law was adopted and ordered presented to the Legislature, who readily recognized its importance, and it was passed and became law August 12th, 1909, to take effect upon its passage.

Delegates to the U.S.P. Convention in Washington, D. C., May 1st, 1910, were appointed.

The associate members formed a body to be known as the Traveling Men's Auxiliary to the C.P.A.

1910. A largely attended meeting was held at New Haven, February 23, 1910, to clear some misunderstanding regarding the new Pharmacy Act.

1911. John K. Williams, past president and veteran member of the Legislative Committee, passed away April 18th. He served this Association some 25 years in all ways with unselfish devotion, and his services in all matters relating to the Association were invaluable.

Warren A. Spalding of New Haven, a prominent member, died a few days before Capt. Williams.

1912. Charles Fleischner, a past President and Pharmacy Commissioner, died June 22nd. He was an energetic and valued member.

A comprehensive narcotic law was proposed.

1913. E. S. Sykes, a charter member and past President, died April 10. A narcotic law was passed June 25th.

1914. It was voted that an inspector be appointed to work with the Board of Pharmacy in their administration of the Pharmacy law.

1915. The Pharmacy Act was amended to the effect that the Board of Pharmacy shall consist of five members.

1916. Mr. E. A. Gessner, one of the eight men who met to consider the advisability of making an attempt to form an Association in this state, and a charter member of the Association, was elected as an honorary member.

1917. Thos. F. Main, a most valued member and one to whom we owe much for his zealous work in our behalf, died during the year. A useful member, a delightful man whom we all loved.

1918. The Association discussed quite largely the many problems arising by reason of the great war.

1919. A strong feeling in favor of a College of Pharmacy was quite generally expressed among the members, but no official action was taken.

1920. President Hull recommended that a College of Pharmacy be established and the Executive Committee made the same recommendation. The question was debated at length and voted favorably that the Executive Committee with the Board of Pharmacy continue their work at this time to provide a College of Pharmacy.

It was voted that a high school attendance for at least two years after 1923 be a requirement for examination.

It was voted that all members who were elected to membership and had remained members for 40 years be made Life Members, this rule to apply as members become eligible to this honor.

1921. A charter for a College of Pharmacy was procured by the Committee in charge.

An amendment to the pharmacy law was obtained, making it prerequisite that after 1925 all applicants for examination must be graduates of a reputable college of pharmacy.

1922. The N.A.R.D. honored itself, this Association and our highly respected member and delegate by the election of Mr. Curtis P. Gladding as its President.



1923. The College of Pharmacy appoints Trustees and adopts by-laws and is making progress in the necessary preliminary work.

1924. Trustees of the College of Pharmacy reported very satisfactory progress.

1925. The crowning event in the history of this Association was the establishment and the opening for active work on October 20, 1925, of the College of Pharmacy. The Association is amply justified in pointing with much pride to the fruition of its hopes and labors and to its final achievement of success in providing the means for the raising of the standard of pharmacy to a higher plane through education.

1926. The history of the Association for this meeting has yet to be made and recorded and therefore cannot at this time be written; but with a model Pharmacy Law well supported, a Board of Pharmacy Commissioners fully functioning in our behalf and a College of Pharmacy well established and progressing, the Connecticut Pharmaceutical Association may congratulate itself on its 50 years of service to the pharmacists of Connecticut. The history as here presented embraces only the high lights and outstanding features as made year by year and has been gleaned from the proceedings.

Much more might have been written, but the Committee thought best to omit mere details.

The history of this Association in the concrete has a more extended value than a mere presentation of its acts and achievements as recorded will show, as it has exerted a wise influence in extending pharmaceutical knowledge, of service along commercial lines, and in the promotion of more cordial social relations among its members.

It is with sorrow that we find the records show that many of the older members have passed on to their rest and reward and only three of the original charter members are now living: Mr. E. A. Gessner of New Haven, who served two terms as President and was a member of the first Board of Pharmacy; Mr. D. W. Tracy of Hartford; C. A. Pelton of Middletown. Of those who became members in 1877 at the first annual meeting, as far as the records show, only two survive: Chas. A. Rapeyle of Hartford, past President; Secretary and Pharmacy Commissioner John R. Pitt of Middletown, who would have been a charter member but a matter beyond his control prevented his being present at the meeting.

At this same 50th anniversary meeting Commissioner John R. Pitt of Middletown, called a charter member because he would have been, had not a matter beyond his control prevented his being present at the original 1876 organization meeting, was introduced and read the following poem:

In kindness you ask me to make a short speech,  
But the words are out of my reach,  
For my schooldays were few and exceedingly short,  
So that my education amounted to naught.

Nevertheless, I surely am pleased to be with you today,  
To meet, to greet old and new in the usual way.  
Our meetings are fine and so full of good cheer  
They remain in my memory throughout the year.

Now a word to friend Garvin, so faithful and true,  
Who looks out for the interests, the welfare of me and of you,  
Always ready to answer at our beck and call,  
Giving good information to one and to all.

There's our Travelers, good fellows, they work with a will;  
They never are quiet, they never are still.  
They're on to their job and their time freely give,  
I'll never forget them as long as I live.

And there's Mr. Hartigan, some call him Joe,  
There's naught about him that you can call slow.  
He's chuck full of business and willing to work  
And never was known in duty to shirk.  
Now your patience I know I have certainly tired,  
And you're saying to yourselves, I ought to be fired;  
So as to give time such a motion to make,  
I'll never again commit such a mistake.

I thank you.

(Incidentally, in 1927, a Code of Ethics was adopted by the members of the Connecticut Pharmaceutical Association.)

#### PREAMBLE

The members of the Connecticut Pharmaceutical Association, considering it necessary that some mutual understanding should exist in regard to the moral principles which should guide them in their profession, do hereby agree upon the following "Code of Ethics."

1. We accept the U. S. Pharmacopoeia as our standard guide for all official preparations, and recognize a variance from its rules only in exceptional cases, where sufficient authority has proved some other process more reliable to attain the same end. We would, however, recognize the authority to dispense medicines where they are especially ordered to be compounded in accordance with foreign Pharmacopoeias.

2. We discountenance all secret formulas between physicians and pharmacist, and consider it our duty to communicate such to each other when requested, unless otherwise directed by the physician who originated the same.

3. We distinctly repudiate the practice of allowing physicians a percentage, in any form, on their prescriptions or patronage, as being derogatory to both professions.

4. We will endeavor, as far as possible, to refrain from compromising the professional reputation of any physician, and expect in return the same courtesy from him.

5. Believing that the professional training of the pharmacist does not include those branches which enable the physician to diagnose and treat disease, we should, in all practical cases, decline to give medical advice, and refer the applicant to an educated physician.

6. The growing demands of the age require those who follow the profession of pharmacy should be educated to a higher standard; therefore we consider it our duty, individually and collectively, to encourage the advancement of knowledge in our profession generally, and more particu-



larly by stimulating our assistants in every way possible to become proficient in their business.

7. While we duly recognize the value of alcohol, and such liquors of which it is an active ingredient as a therapeutic agent, and believe it proper to be dispensed or sold as such by pharmacists, we would deplore the widespread evil resulting from its intemperate use, and we condemn any attempt to make it a prominent feature of our business, or its sale in any form to be drunk on our premises, as unprofessional and contrary to public policy and good morals.

8. Believing that some means should be adopted to enforce the provisions of this code, a member may report to any annual meeting of this Association any member whom he finds violating the same; at which time the accused may be heard in his own defense, and if the member accused should be found guilty, he may be expelled by a vote of two-thirds present.

We think that this was one of our banner years in the organization, and so we are including an address by Dr. Hugh Campbell:

"This is rather a surprise to me. I didn't expect to be called upon to make a speech when I came here. I have not attended conventions for some years, but I am glad to be here and see so many active pharmacists.

I have been at the Sanatorium for twelve years and I am still a young fellow and a worker. I manage to get out every morning any stock needed there. I have been in the business since I was fourteen years of age. I was seven years in the wholesale drug business and seven years in wholesale and retail, and then I went into business for myself.

I have seen many, many changes in the drug business since I first started out. In those days we didn't have so many special things as we have at the present time. There were very few cigars sold in drug stores and there were very few things sold outside of the real drugs. The first soda fountain I recollect was in the store of Ambrose Smith in Philadelphia. It was a gooseneck which came out of the counter, and he had probably six or seven syrup bottles on the back of the counter.

The business has changed altogether. When I first went into business, I had a store of my own, and I had been a number of years, as I said, in the wholesale business, and then in the wholesale and retail, and I had charge of the retail department. We manufactured almost all of our preparations, and we didn't have nearly so many of them as you do now. We had a mortar at the bottom of the stairs on a big oak pedestal and clerks I had sat on that and they had to work there all morning pounding up the drugs in the mortars and running them through sieves, and our tinctures were all made by percolation. We didn't have fluid extracts.

I was telling Mr. Lerou that I recollect the formula for making quinine pills. We made up five hundred at a time. One machine made twelve pills and one made twenty-four pills. Quinine was a little high then and we got 25c a dozen for them. People wouldn't like to pay 25c a dozen for them now. I think they are 35c or 40c a hundred, at the present time.

I remember Charles Silver's store on the corner of Seventh and Spruce Streets. He had a place for spraying on adhesive plaster. He sprayed the mixture on heavy muslin. In winter it was liable to crack off and it wasn't pliable as we have it now.

Thomas Husband was on the corner of Third and Spruce Streets. He made two-ounce mixtures of magnesia and we got 50c a bottle for it. I guess that is about the same now.

There was a druggist at the corner of Tenth and Locust Street, an old-fashioned store, and there were gallon bottles and halves and quarters, and he had a reputation for licking the stopper off and putting it back into the bottle.

Oh, things have changed altogether and I am glad to see that they have in some respects and in other respects I am not so well satisfied. It has become to a great extent a mercantile business. Everything has advanced and it is almost impossible to carry on the business now without having something to fall back on besides the drug business.

The other day I got a bulletin from the Philadelphia College of Pharmacy and when I looked back, from Vine Street to the South side on Market Street I counted on my fingers nineteen wholesale drug houses. In one block there were three wholesale drug houses, on the opposite side was Carpenter and Hendie's, and that is where I first met Joe Remington.

I remember Ellis's place. There was an Irish Quaker there called Wellington Bull, a fine fat fellow with a big stomach all puffed out. These scattered things come to me now.

Our college then was the old College of Pharmacy on Filbert Street, above Seventh. We had the second and third floor and below was the old sugar-house molasses. In those days we had three nights for college work, Monday, Wednesday, and Friday, from half past seven to nine. We had three professors, one for pharmacy, one for chemistry, and one for materia medica. The college was permeated with the aroma of sugar-house molasses. On the floor above us they had a lodge of colored Masons, and we could always hear the sound when someone fell on the floor. (Laughter)

Things surely have changed a great deal, but I am glad that I took up the profession of pharmacy, though I find that some of the names of the chemicals now are pretty hard to pronounce and they are still worse when you come to write them out.

I am glad to have had these few words with you and before I close I want to congratulate you on your splendid work in establishing the College of Pharmacy in Connecticut. Philadelphia is also starting a new college of pharmacy and it is expected that it will be opened for the second semester, at the beginning of February next year. Instead of having three professors there, however, they now have thirty-five. Thank you very much."

We also feel that you may like to read a president's address and here is the one delivered by President James Lynch:

"To the Officers and Members of the Connecticut Pharmaceutical Association:

As President of this Association I hereby submit my report of the condition of this Association as I find it.

As President of this Association you learn, you see, and you hear many things that perhaps may be helpful in your every day life and it is an honor for each and everyone to aspire to.



A condition that is quite prevalent in our state and that I trust will be taken care of by proper legislation before long is the crowding of neighborhood drug stores leaving nothing but long hours and headache for the proprietors.

#### COLLEGE OF PHARMACY

On April 11, I was honored by election to the Board of Trustees of the Connecticut College of Pharmacy and had the pleasure of sitting in with the Board on May 25 and attending the Commencement exercises in the evening at Sprague Hall. I wish at this time to commend the work of the faculty and Trustees. We, the druggists of this state, should feel quite proud of our infant educational institution.

#### BOARD OF PHARMACY

Acting as per vote of the Executive Committee, I sat in on two conferences with the Board of Pharmacy and found them willing to co-operate with the Connecticut Pharmaceutical Association. Their work has my personal endorsement and I wish to commend them at this time in behalf of the Connecticut Pharmaceutical Association.

#### DUES

Gentlemen, all of you carry some form of insurance, life insurance for the dependents, fire insurance for the protection of your business and creditors, public liability for your clerks and yourselves, and public liability in case of injury of customers, and for ten cents a week you can carry one of the best, namely the policy that the Connecticut Pharmaceutical Association issues.

Just think of it, only 39 per cent of the members of the Connecticut Pharmaceutical Association have their dues paid up! The other 61 per cent are enjoying the benefits to which they are not entitled. Your Treasurer is always in a receptive mood, and if any member attending this convention today is in debt to this Association, will he please call at the Treasurer's desk. He will find my prophecy correct.

Gentlemen, we gather in convention but twice a year and you men who have not as yet served on the Executive Committee cannot comprehend the amount of good work that is done by this Association.

Your Secretary-Treasurer is the right man in the right place and in his dual position he is able to give you a real service. Without doubt he is the best-informed man in New England on the interpretation of the Harrison Narcotic Act and the National Prohibition Act. I could relate a number of cases of which you know nothing that would have meant disaster for us all had he not been on the job to nip the trouble in the bud. Does not his service alone warrant the prompt payment of dues?

#### LEGISLATION

I am sorry that I am unable to report some good legislative work, but as you know, we were advised to keep away from the General Assembly this year. However, I am optimistic and hopeful that some day in the near future the lawmakers will see the druggists' cause in the right light.

We have been quite active in regard to the National Prohibition Act relative to the manufacturing and regulations thereto. You have no doubt read of the splendid work performed by the N.A.R.D. Counsel, Mr. Brokmeyer, before that famous Committee.

## MEMBERSHIP

During the past year we enrolled about twenty new members and at this time in behalf of the Connecticut Pharmaceutical Association I wish to thank those traveling men who manifest their interest in the Association by their solicitation for new members.

## RECOMMENDATIONS

1. That the incoming President appoint a Dues Auditing Committee to assist the Treasurer and Executive Committee in the collection of past dues.

2. That the incoming President obtain from the teacher of Pharmaceutical Jurisprudence at the Connecticut College of Pharmacy his promise to be vigorous in his teaching particularly while on the subjects of character and integrity.

## CONCLUSION

In conclusion I wish to thank the officers and members, also my committee for the able support they have rendered me during the past year and I pray God will be generous with His blessings upon them.

Respectfully submitted,

James W. Lynch,  
President

Gentlemen, you may have noticed that I have spent more or less time on the dues, 39 per cent paid up dues, 61 per cent enjoying benefits to which they are not entitled. The backbone of every organization is the financial condition and you cannot give the members the full benefit of your organization without money, money that rightfully belongs to the organization which it is impossible to collect. Individually what can we do? Collectively we can do a whole lot. We started the publicity campaign and had to give it up because the money wasn't coming forth. I can't understand why it is that retail druggists in the State of Connecticut cannot afford to pay \$5 a year, ten cents a week, to the organization.

It is one of the greatest things we have to contend with. Where are we going to get off? What are we going to do if we don't have money and a real organization? When the Treasurer told me of the condition I really didn't believe it. I thought there was a mistake somewhere. It didn't seem possible that the druggists of the state could possibly allow that condition to exist. I think every man should take it upon himself to keep talking particularly about the dues, instilling it into the members whom they think may be lax in paying, to get them to come across with the \$5 a year.

I also recommended, and I will read it again, "That the incoming President obtain from the teacher of Pharmaceutical Jurisprudence at the Connecticut College of Pharmacy, P. J. Garvin, his promise to be vigorous in his teaching, particularly while on the subjects of character and integrity." It would seem to me as though those things were fast losing ground. One doesn't hear a lot of these things until he is in office. I have occasion to talk with a number of men about certain complaints, in fact I have had complaints even come in over the telephone, and I have been asked to help in some petty little matter, particularly concerning what competitors do. It seems to me this all goes back to lack of the right sort of character and the time to teach that is when the student is in the College of Pharmacy so as to get them started right; lay the foundation for good character there and I think ten, fifteen, or twenty years from now these little things that



sound so distasteful will be remedied in large measure. The time to start that is when the boys are going through college."

The resolutions in 1926 were as follows:

#### CAPPER-KELLY FAIR TRADE ACT

WHEREAS, the public interest generally and the welfare of retail druggists particularly are seriously affected by injurious, uneconomic and deceptive practices in the distribution of articles of standard quality under a distinguishing trade-mark, brand, or name; and

WHEREAS, these practices are camouflaged in the form of alluring "bargain sales," "cut prices," "combination sales," etc., baits to entice the unsuspecting public into price-cutting stores to be victimized through the sale of substitute articles of inferior quality at exorbitant prices, necessary to cover the losses sustained by unprofitable sales at cut prices; and

WHEREAS, these misleading practices are proving so profitable to price-cutters that retail distribution monopolies are fast developing in the United States; and

WHEREAS, the independent neighborhood store is disappearing and with it competition, the public's safeguard, is disappearing; and

WHEREAS, the time is approaching when the consuming public will find itself at the mercy of monopolies and be compelled to buy the kind and quality of merchandise that they see fit to offer and pay such prices as these monopolies are pleased to fix, therefore,

RESOLVED, that the Connecticut Pharmaceutical Association, in annual convention assembled, at New London, June 16-17, 1927, earnestly urges the House Committee on Interstate and Foreign Commerce to favorably report Committee Print No. 1, dated February 17, 1927, tentative substitute for H.R. 11, entitled "A bill to protect trade-mark owners, distributors and the public against injurious and uneconomic practices in the distribution of articles of standard quality under a distinguishing trade-mark, brand, or name," to the end that this bill may become a law and that contracts for the maintenance of resale prices on branded articles may be legalized where the articles are in competition one with another and produced by manufacturers in fair and open competition, thus safeguarding the public interest, while enabling manufacturers to keep their products from price-cutting stores that use them for advertising purposes to deceive the unsuspecting public, and permitting manufacturers and distributors alike to obtain a living profit and continue the manufacture and distribution of merchandise of quality and known value for the benefit of the public; further

RESOLVED, that a copy of this resolution be mailed to every member of the House Committee on Interstate and Foreign Commerce and to every member of the Connecticut Delegation in Congress.

#### POLITICS DRUGGISTS' INSURANCE

WHEREAS, President Coolidge recently declared that less than fifty per cent of the men and women qualified to vote cast their ballots in the last Presidential election; and

WHEREAS, United States Senator Pepper recently stated that a man could not be in the United States Senate unless he had his own political machine, or submitted to one; and

WHEREAS, this means that the Government of the United States, and of the States, is not being made by the people and for the people; therefore

RESOLVED, by the Connecticut Pharmaceutical Association, in annual convention assembled, at New London, June 16-17, 1927, that every member pledge himself henceforth to do his duty as a citizen and vote, to the end that the Government be constituted of clean and capable representatives; further

RESOLVED, that the members of this Association get in touch with Congressional, State, county and city committees of such political parties as nominate for public office, Federal, State and local, candidates of known ability and integrity and offer their drug stores as agencies to further their election, so that the laws will be made and enforced wisely and with justice to all concerned; further

RESOLVED, that a copy of this resolution be furnished the daily and weekly press of this State, including trade publications; further

RESOLVED, that a copy of this resolution be mailed to the various committees of both of the dominant political parties including the National Congressional, State, county and city committees.

#### RESOLUTION

WHEREAS, the National Association of Retail Druggists, the American Association of Colleges of Pharmacy, and the National Wholesale Druggists' Association, through delegates duly appointed have organized the Druggists' Research Bureau, and

WHEREAS, this Bureau is to take up for study problems of mutual concern to retailers, wholesalers and manufacturers; and

WHEREAS, the Bureau has requested the active co-operation of all State pharmaceutical associations.

Therefore, Be It Resolved: That the Connecticut Pharmaceutical Association most heartily endorse the Druggists' Research Bureau and direct its officers to co-operate in every way possible in promoting the work of the Bureau.

### CONSTITUTION AND BY-LAWS of the CONNECTICUT PHARMACEUTICAL ASSOCIATION, 1926

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#### CONSTITUTION

##### ARTICLE I

###### Title

This Association shall be called the Connecticut Pharmaceutical Association.

##### ARTICLE II

###### Object

The object of this Association shall be to secure co-operation and concert of action in the advancement and diffusion of a knowledge of pharmacy and its collateral branches of science, and to promote the elevation of the professional character of, and to facilitate an open and fraternal intercourse between its members.



### ARTICLE III

#### Members

Section 1. This Association shall consist of active and honorary members.

Sec. 2. All registered proprietors and registered managers of drug stores or pharmacies of good moral and professional standing, licensed in this State, all teachers and professors of botany, materia medica, chemistry and pharmacy, and of such sciences as are collateral with our profession, are eligible for membership.

Sec. 3. Pharmacists, chemists and other scientific men who may be thought worthy of the distinction, may be elected honorary members. They shall not, however, be required to contribute to the funds, nor shall they be eligible to office or vote at the meetings.

### ARTICLE IV

#### Officers

The officers of this Association shall be a President, two Vice-Presidents, a Secretary-Treasurer, all of whom shall be elected annually by ballot and shall hold office until the election of their successors.

### ARTICLE V

#### Duties of Officers

Section 1. The President shall preside at all meetings of the Association, enforcing due observance of the Constitution and all laws enacted by the Association; call special meetings whenever he may deem it necessary or at the written request of five members; present at each annual meeting a report of the operations of the Association and perform all duties pertaining to the office; appoint all standing committees.

Sec. 2. The First Vice-President shall, in the absence of the President, perform the duties of that office, in his absence, the Second Vice-President; and in the absence of both, a President, pro tempore, shall be appointed.

Sec. 3. The Secretary-Treasurer shall keep a record of all the proceedings of the Association, a list of the names, residence and date of entrance of each member, and shall read all communications handed him by the President for that purpose; he shall conduct all correspondence of the Association; notify members of special committees of their appointment and chairman's name; notify each member of the time and place of all meetings of the Association, at least ten days in advance. He shall, under the direction of the Executive Committee edit, publish and distribute the Proceedings of the Association and furnish one copy to each member not more than three years in arrears for annual dues.

Sec. 4. The Secretary-Treasurer shall have charge of all the funds of the Association, for which he shall be personally responsible; collect all moneys due the Association, pay all bills when ordered and countersigned by the President; render a full report at each annual meeting and report the state of the treasury whenever called upon by the President or Executive Committee.

He shall receive annually the sum of three hundred dollars for services rendered in administering the duties connected with the two offices.

He shall furnish an acceptable bond to the Association in the sum of two thousand dollars (\$2,000), the expense of said bond to be borne by the Association.

## ARTICLE VI

### Meetings

The annual meeting of the Association shall be held at such date in June and at such place as shall be designated by the Executive Committee. The Association shall be called to order on the first day of the meeting at 11:00 A.M., and the sessions shall continue throughout two days, at such hours as the Association may direct.

## ARTICLE VII

### Committees

Section 1. During the first session the presiding officer shall appoint nominating committees consisting of eight members representing each County in the State (or substitutes for each County not represented) to present to the Association the names of officers for the ensuing year and list of names to be presented to the Governor, from which he appoints the Commissioner of Pharmacy.

The President shall, within ten days after the close of each annual meeting, appoint the following standing committees, each to consist of five members: Executive Committee; Committee on Progress of Pharmacy and Queries; and within thirty days name a Legislative Committee not to exceed ten members.

Sec. 2. The Executive Committee, of which the Secretary shall be, ex-officio, a member, shall have charge of the revision of the roll, the investigation of applicants for membership, and the publication of the Proceedings. They shall report at each meeting a revised roll of the members, with appropriate notes of deceased members; also the names of any who, having become disconnected with the Association otherwise than by death, refuse to return their certificates of membership as provided by this Constitution and By-Laws, and have charge of all business not otherwise assigned.

Sec. 3. The Committee on the Progress of Pharmacy and Queries shall report annually to the Association on the improvements in Chemistry, Practical Pharmacy, and the collateral branches, and of new works bearing upon these subjects, and near the close of each annual meeting a proper number of questions of scientific and practical interest, the answers to which may advance the interests of pharmacy, and shall procure the acceptance of as many questions for investigation as may be practical, the replies to be presented before the next succeeding annual meeting.

All members appointed to serve on any standing committee shall accept in writing.

## ARTICLE VIII

### By-Laws

This Association may establish for its government and regulations, such By-Laws as it may deem proper and necessary, which do not conflict with this constitution.

## ARTICLE IX

### Amendments

Any proposal to alter, amend or annul this Constitution or any part thereof, at any time other than at an annual meeting, shall be submitted in writing to the Executive Committee and with its recommendation be submitted with the regular notice of the annual meeting, at which time the members may vote upon the proposed amendment. The same shall be adopted and become a part of the Constitution if a two-thirds vote is registered in its favor.



## BY-LAWS

### ARTICLE I

#### Quorum

Twelve members shall constitute a quorum for the transaction of business.

### ARTICLE II

#### Application for Membership and Election of Members

Section 1. The names of all persons applying for membership, with their residence, present occupation and length of experience in pharmacy, shall be presented to the Association in writing, endorsed by two members in good standing, and shall be referred to the Executive Committee, who shall post said names in a conspicuous place in the room where the meeting is held, headed by Article III of the Constitution. The Executive Committee shall report upon such names at the session at which they are presented, but no election of members shall be held until the next session, when a ballot shall be taken upon such names as are reported favorably by the committee. All the names presented by the Committee may be voted upon at one ballot, unless objection is made, when the names objected to may be voted upon separately. If three negative votes are given for any candidate it shall defeat an election.

It is further provided that application for membership may be made in the usual form during the interim between meetings by submitting an application to the Secretary, who shall forward such application to each member of the Executive Committee for their vote by mail. If two-thirds vote favorably, the applicant shall be elected and he shall be notified to that effect by the Secretary. It is provided, however, that all applications received during the thirty days immediately preceding any annual meeting shall be referred to the Association for action in the manner prescribed by the By-Laws, Article II, Section 1.

Any person who was once a member of this association and who may have been dropped from the roll for non-payment of dues, may be reinstated upon payment of the amount due at the time said member was dropped, and a favorable ballot of two-thirds of the members present.

Sec. 2. No person can become a member until he has filed an application in due form, and paid the annual dues for the current year, which in all cases must accompany the application. When duly elected he shall be entitled to a certificate of membership, signed by the President and Secretary, said certificate becoming null and void by reason of resignation, non-payment of dues, or expulsion.

Sec. 3. Every member shall pay annually, in advance, into the hands of the Treasurer the sum of five dollars. Any member in arrears for dues two years shall not be entitled to vote in meetings of the Association, and anyone refusing or neglecting to pay such contribution for three successive years shall be reported to the Association at its annual meeting by the Executive Committee, and by a majority vote may be stricken from the roll of members.

Sec. 4. Honorary members shall be elected in all respects the same as active members, except that they shall not be required to make a personal application, but the same may be made by some active member in their behalf.

### ARTICLE III

#### Reading of Papers

All papers to be read before the Association, whether volunteer papers

or such as are in answer to regular queries, shall be presented to the Executive Committee, previous to the annual meeting, and shall by their consent be presented to the meeting and read under their direction or published in the Proceedings without reading.

#### ARTICLE IV

##### Resignation

No resignation from any member shall take effect until all his dues are paid and his certificate returned to the Secretary.

#### ARTICLE V

##### Expulsion

Section 1. Any member may be expelled for immoral or improper conduct, provided that the member whose rights are involved shall be notified by the Secretary at least thirty days before any annual meeting of such proposed action. Notice in all cases shall be given by mailing a letter, with postage paid, directed to the person at his last known residence.

Sec. 2. When a motion has been made to expel a member, it shall be referred to a committee of three, who shall give the accused an opportunity to be heard in his own defense, and if the committee reports in favor of expulsion, it shall submit a resolution to that effect, and if two-thirds of the members present vote to sustain the same, he shall be expelled.

#### ARTICLE VI

##### Debate

No member shall, in debate, speak more than ten minutes to the same question, unless by unanimous consent.

#### ARTICLE VII

At the morning session, immediately after the election of new members, and the reading of applications for membership, the report of the Committee on Progress of Pharmacy and Queries shall be called, which shall open the session of the section on Scientific Papers, and no other business shall be in order until the Association votes to adjourn the section on Scientific Papers. The report of the Committee on Legislation shall then be called, which shall open the session of the section on Legislation, and no other business shall be in order until the Association votes to adjourn the section on Legislation.

#### ARTICLE VII-A

Section 1. A Committee on Transportation, consisting of two members, one of whom shall be the Local Secretary, shall be appointed by the Executive Committee at the time of meeting to decide on time and place of annual meeting.

Sec. 2. It shall be the duty of the Committee on Transportation to arrange for reduced rates for transportation, and also to secure telephone and other privileges for the comfort and convenience of the members.

#### ARTICLE VIII

##### Suspension and Amendment of By-Laws

Section 1. These By-Laws shall not be suspended without the unanimous consent of all the members present.

Sec. 2. Any amendment to these By-Laws must be made in writing, and read before the Association at one sitting, and laid over to a subsequent sitting, when, upon receiving the votes of two-thirds of the members present, it shall become a part of these By-Laws.



## MEMBERSHIP 1926

Abramson, Leo M.	Hartford	Canfield, Henry H.	No. Woodbury
Adair, Philip	New York City	Cantarow, Jos. I.	Hartford
Aitken, Alexander, Jr.	Stamford	Carey, Charles R.	Jewett City
Albino, Frank L.	South Norwalk	Carlson, John A.	Bridgeport
Albino, Raphael	Waterbury	Carmucci, Angelo	New Haven
Allen, Sedgwick M.	Darien	Case, L. P.	Winsted
Aller, Samuel M.	Norwalk	Cassidy, George R.	Middletown
Ambrose, F. E.	Bridgeport	Chaffee, Sanford	Southington
Axelrod, Maurice A.	New Britain	Chain, George Gordon	New Haven
Ballou, J. W.	New Haven	Champagne, Jacob	Stamford
Bannon, Francis P.	Winsted	Champagne, Julian	Salisbury
Barber, Willis N.	Meriden	Champeau, Louis	Hartford
Barnes, Robert H.	Windsor	Chandler, Geo. A.	Hartford
Barnett, J. P.	New Haven	Claxton, John M.	Torrington
Barnico, George J.	Ansonia	Cobianchi, Philip	New Haven
Barnum, Walter, M.D.	Kent	Cocolas, Emanuel G.	New Haven
Barrows, Freeman W.	Hartford	Cody, James J.	New Canaan
Barschak, Samuel	Hartford	Cody, William J.	Bridgeport
Barshov, Joseph	Westville	Cohen, S.	Bridgeport
Bassett, P. G., M.D., New	Bedford, Mass.	Colegrove, Wm. L.	Greenwich
Baxter, Fred L.	South Norwalk	Colgan, John P.	Chase City, Va.
Barton, L. A.	East Hampton	Collins, William E.	Stamford
Beadle, Eugene	Waterbury	Comstock, Ira M.	New London
Beck, A.	New Haven	Conklin, R. H.	Portland
Beck, Theodore J.	New Haven	Connelly, John Henry	Ansonia
Beirne, Hugh P.	New Haven	Corbet, Arthur J.	New Haven
Bendler, John W.	Waterbury	Cornwell, Joseph C.	New London
Benedict, Edward N.	New Haven	Coroso, Angelo E.	Hartford
Benjamin, Thomas B.	Danbury	Coughlan, Wm. J.	West Haven
Bennett, Burton L.	Bristol	Crocicchio, Isabella	New London
Bennett, James H.	Hartford	Cronin, John J.	Middletown
Benoit, Peter	Taftville	Crook, Charles E.	Centerville
Benowitz, Henry C.	Derby	Crosby, Howard L.	Hartford
Bergin, M. J.	Waterbury	Cross, A. B., Jr.	Naugatuck
Berry, George A.	Danielson	Crowe, Arthur J.	Sandy Hook
Berthiaume, Moses H.	Danielson	Crutch, Wm.	Litchfield
Bezner, Jacob	New Haven	Culhane, Jos. P.	Danbury
Bienstock, Samuel	Hartford	Curran, Eugene E.	Willimantic
Bissell, Harvey P.	Ridgefield	Curren, Sidney Gerald	New Britain
Blackall, Geo. F.	Bristol	Cuba, Michael	Waterbury
Blake, Thos. J., Jr.	Hartford	Curtin, James P.	Meriden
Blank, Walter N.	Bridgeport	Cyrus, Karl O.	Bridgeport
Blatchley, C. E.	Middletown	Czesky, John Joseph	Waterbury
Blume, Robert Louis	Ansonia	Daley, Joseph T.	Hartford
Boardman, Albert K.	New Haven	Damtoft, Kund J.	Bridgeport
Bolles, Geo. E., D.D.S.	Danbury	Davis, C. E. Woodhull	Groton
Borden, Edward J.	Shelton	Decsi, Albert	New Haven
Borg, Henry L.	Stamford	Deegan, Jos. P.	New Haven
Boyle, John E.	Fairfield	Degnan, John A.	Wallingford
Bozzi, Thomas A.	New Haven	Delaney, Joseph	Waterbury
Brennan, John J.	Naugatuck	De Leo, J. P.	Hartford
Bretzfelder, Benoit	New Haven	Dempsey, Freeman, Ph.G.	Canaan
Bria, Emilio	Waterbury	Desmarais, L. P.	New London
Bria, Louis E.	Waterbury	De Villers, Chas.	Willimantic
Broderick, D. F.	Meriden	Devine, J. M.	Thompsonville
Brooks, Luther M.	New Britain	Di Napoli	Waterbury
Brown, L. H.	Waterbury	Doherty, C. J.	Meriden
Buck, Clinton C.	Winsted	Donahue, T. Powell	Bristol
Buck, Percy G. S.	Hartford	Donovan, George J.	Naugatuck
Bugel, Samuel	Ansonia	Doran, James P.	Danbury
Burns, Cornelius J.	Danbury	Dorfman, Benjamin	Hartford
Burpee, J. Frederick	Hartford	Douden, Frank F.	Guilford
Busby, Joseph F.	New Haven	Dotten, Harold C.	New Haven
Byrnes, W. H.	Oakville	Dougherty, Jos. M.	Middletown
Callahan, Eugene, Jr.	New London	Dresser, George E.	Putnam
Callender, Dudley N.	Hartford	Duka, Andrew, Ph.G.	Bridgeport

Dunn, John A.	Norwich	Harding, Geo. H.	Derby
Dunn, James H.	Norwich	Harris, William	Hartford
Eagan, William T.	Wethersfield	Hartigan, Jos. D.	Bridgeport
Eaton, Fred'k S., Ph.B.	New Haven	Hartstall, Isaac	Hartford
Ebbs, John B.	Waterbury	Henderson, H. C.	Ansonia
Eggleton, Francis E.	Norwich	Heyl, Edw. C.	New Haven
Ematrudo, James	New Haven	Hickey, John J.	Willimantic
Emery, Clarence B.	Terryville	Higgins, Fred H.	Waterbury
Engler, George G.	Norwich	Higgins, C. Leo	Westerly, R. I.
English, E. Ambrose	Bethel	Hitch, Henry A.	Bridgeport
Epstein, Max	New Haven	Hitchcock, Earl Cyril	East Hampton
Esposito, Salvatore	New Haven	Hockert, B. E.	Hartford
Eudowe, Harry M.	New Haven	Hodge, H. C.	East Hampton
Evitts, Albert	New Milford	Holmes, Fred'k E.	Stamford
Fallon, Wm. H.	Bridgeport	Hope, M. F.	New Haven
Fallow, Geo. W.	Waterbury	Hotchkiss, Clarence F.	Derby
Farber, Leo	Hartford	Hull, Chas. T.	New Haven
Farnsworth, Wm. E.	Hartford	Hussion, Walter A	New Haven
Farnum, Ralph T.	Canaan	Hyde, Thos. F.	Derby
Farrell, Lawrence R.	New Haven	Hyde, Charles E.	New Haven
Ferguson, Wm. R.	Stamford	Hyland, John Harold	New Britain
Ferrante, D. A.	Stamford	Hyman, Wolf	Bridgeport
Fickett, Frank E.	Bridgeport	Ierardi, Placido C.	New Haven
Fimister, W. J.	New Haven	Indocci, Alfonso	Derby
Finch, Wm. E.	Greenwich	Jacobs, Joseph M.	New Haven
Fitch, Jos. C.	New London	Jabs, Gustav	Bristol
Fitzgerald, Edward J.	West Haven	Jaivin, Philip	New Haven
Flaherty, Frank W.	Naugatuck	Johnson, Henry S.	Hartford
Flynn, H. F.	New Haven	Johnson, George T.	Norfolk
Flynn, Paul F.	Unionville	Johnson, J. Albert	West Haven
Flynn, Wm. L.	Willimantic	Johnson, J. Harry	New Britain
Foley, E. F.	Seymour	Jones, Evan H.	Waterbury
Forcier, Napoleon P.	Meriden	Jones, J. B.	Waterbury
Foster, Ralph H.	Waterbury	Jones, John E. F.	Bridgeport
Franklin, Marcus I.	Glastonbury	Judd, Allen B.	West Hartford
Freed, Maurice	Wethersfield	Judson, Robert O.	Woodbury
Fusco, William	New Haven	Kaehrle, M. Alfred	Litchfield
Garrity, William V.	Winsted	Kaesman, John J.	Bridgeport
Garvin, P. J.	New Haven	Kane, John T.	Windsor Locks
Gaskell, Edward W.	Mystic	Karp, Rose (Miss)	Hartford
Gay, Alfred M.	Suffield	Kaufman, Isaac Z.	Hartford
Gernrich, Chas.	Hartford	Kaufman, J. S.	Hartford
Gersti, Aspar	Bridgeport	Keane, M. Joseph	New Haven
Ghent, John W.	Hartford	Kehoe, John J.	Naugatuck
Giampietro, Vincent	Springdale	Keith, Chas. E.	Bridgeport
Gilbert, C. Thurston, Ph.D.	Noroton	Kellog, Isaac P.	Waterbury
Gillespie, Thos. P., Jr.	New Haven	Kelly, James J.	Bridgeport
Ginsberg, Julius	New London	Kenney, Raymond	New Haven
Gladding, Curtis P.	Hartford	Ketcham, W. H.	Bridgeport
Gladding Stephen, Jr.	Waterbury	Kinner, Herbert	Danbury
Glassman, Albert M.	Hartford	Kinner, Kenneth A.	Danbury
Glendining, Harold	Norwalk	Kinsella, Joseph P.	Middletown
Goldberg, Geo.	New Haven	Kipp, George A.	Waterbury
Goldenberg, Jos.	Hartford	Koch, W. H.	Collinsville
Goldstein, Barney	New Haven	Kochiss, E. L.	Bridgeport
Goodale, Chas. D.	Torrington	Kreimendahl, Frank H.	Farmington
Goodsell, Frederic P.	Meriden	Lake, Fred W.	Waterbury
Gorman, Chas. F.	Hartford	Lake, W. Herbert	Waterbury
Grady, Francis S.	New Britain	Lamb, Chas. A.	New Haven
Green, Geo. J.	Westport	Landgren, Theodore F.	New Britain
Greenbaum, Henry	Hartford	La Raja, Vincent	Hartford
Greene, Willard E.	Woodmont	Laschever, Abraham	Hartford
Griswold, Truman H.	Hartford	Lathrop, Arthur E.	Simsbury
Gustafson, Chas., Jr.	Hartford	Lawrence, John K.	Stamford
Gyde, Ernest L.	Waterbury	Lawson, A. B.	Danbury
Halloran, J. R.	New Britain	La Magna, Ralph	Hartford
Halpern, Abraham D.	So. Norwalk	Lear, I. Fred	Ansonia
Hamerman, Nathan H.	New Haven	Leary, John J.	Naugatuck



Lee, John J.	Rockville	Nagy, Stephen B.	Bridgeport
Leete, J. B.	New Haven	Neal, Howard J.	Branford
Leff, A. M.	New Haven	Neidlinger, Wm. J.	Westbrook
Lehr, Henry P.	New Haven	Neikind, Jacob	Bridgeport
Leibowitz, Hyman	Hartford	Nelson, Semion S.	Hartford
Le Maitre, Gideon N.	Putnam	Nitkin, Wilfred L.	Waterbury
Lemmon, G. A.	Thomaston	Noble, Wm. B.	East Hartford
Lerou, Herbert M.	Norwich	Noble, Wm. N.	New Milford
Leverty, James P.	Bridgeport	Noble, Clifford B.	New Milford
Leverty, John A.	Bridgeport	Nolan, Edw. F.	Torrington
Levy, Isaac H.	New Haven	Northrop, Henry E.	Danbury
Lincoln, Howard N.	New Haven	Noveck, Nathan	New Britain
Litsky, A. D.	Waterbury	Nugent, Thos. E.	New Haven
Litsky, Bernard J.	Waterbury	O'Brien, John C.	New Britain
Lombardi, Arthur G.	New Haven	O'Brien, Robert	Torrington
Lowe, John W.	Watertown, Mass.	Oburchay, Charles E.	Bridgeport
Lynch, J. W.	Hartford	Oburchay, Frank B.	Bridgeport
Lynch, W. P.	Wallingford	Offen, J. Carlton	Wallingford
Lynch, Thos. P.	New Haven	Olanoff, Herman	Waterbury
Lynch, Raymond M.	Meriden	Olson, Harry B.	Union City
Lynch, William R.	New Haven	Onkey, Theo. F.	Bridgeport
Lyon, Fred A.	Bridgeport	Opperman, Ernest L.	Torrington
MacNamee, Harold R.	New Britain	Ostrosky, Frank J.	Bridgeport
Madsen, L. J.	Hartford	Ostrom, David A.	Bristol
Magnell, Chas. J.	So. Manchester	Oxley, Alfred V.	Southington
Magnell, James M.	Manchester	Pajewski, P. L.	New Britain
Mahoney, Joseph E.	Hartford	Paisley, W. N.	So. Norwalk
Mahoney, Wm. G.	Shelton	Palmer, Frank L.	Hartford
Malley, David Jones	Hartford	Parker, Ernest L.	Hartford
Manjoney, Vincent	Bridgeport	Parks, T. J.	Naugatuck
Mara, James C.	Norwich	Pelchar, J. Arthur	Terryville
Marley, Wm.	Litchfield	Perillo, Herman	Bridgeport
Marsland, J. W.	New Britain	Petrucelli, Mario C.	Bridgeport
Marx, F. W.	Wallingford	Phair, Andrew Richard	Hartford
Mason, Thos. E.	New Haven	Pickett, Wm. H.	Waterbury
Maurer, Fred'k R.	New Haven	Pierce, A. D.	Hartford
Maxwell, Claude P.	New, Milford	Pigeon, Hormedas F.	Meriden
Mazzacane, Domenic A.	New Haven	Pinks, Chas. H.	Meriden
Mazzolini, E. J.	Waterbury	Pinks, Stanley B.	Meriden
McAvay, Hugh V.	Higganum	Podosik, H. B.	Bridgeport
McBriarty, John J.	New Britain	Polan, Jos.	Waterbury
McClelland, Thos. W.	Canaan	Polestra, Canio	Torrington
McConnell, Andrew W.	Bridgeport	Pond, Wm. H.	Essex
McGrath, George V.	Bridgeport	Potter, LeRoy C.	New London
McGuiness, Edw. F.	New Haven	Powell, Thomas H.	So. Norwalk
McGuire, Edward J.	New Haven	Prouty, Edw. D.	Windsor
McNamara, Jos. G.	Collinsville	Purdy, Harrison E.	Derby
McNamara, Jos. N.	Bridgeport	Quinn, James H.	So. Manchester
Mead, Harold A.	So. Norwalk	Ragatsky, I. Samuel	Hartford
Mead, John D.	New Haven	Randall, Phineas B.	Watertown
Merkin, Harry	New Haven	Randall, Raymond E.	Fairfield
Merriman, E. W.	Bristol	Rathbone, Geo. M.	Norwich
Merwin, L. H., Jr.	Westville	Reback, Jos. J.	Stamford
Messinger, Chas. F.	New Haven	Reisenberg, J.	New Haven
Metcalf, Arthur H.	New Haven	Reynolds, Wm. Garfield	New Haven
Metcalf, F. Elliott	Rockville	Riccio, Anthony	Bridgeport
Metcalf, Wm. A.	Rockville	Riccio, Charles A.	Bridgeport
Meyer, Wm. H.	Hartford	Ricker, Wm. D.	Norwich
Misenti, Guy E.	Middletown	Rickman, Morris	Bristol
Montanaro, Louis	New Haven	Risley, Lean S., Ph.G.	Hartford
Moran, James H.	Wallingford	Robens, J.	Hartford
Morin, Chas. E.	Apponaug, R. I.	Roberts, John J.	Naugatuck
Mosher, W. R.	Meriden	Robinson, James M.	Bridgeport
Mosesson, Solomon	Hartford	Rochon, William J.	Waterbury
Moulton, Geo. F.	So. Norwalk	Rockwell, Howard H.	Bridgeport
Murphy, Edward J.	Manchester	Rogowski, Augustus L.	Shelton
Murphy, Joseph A.	Middletown	Rosen, Philip	Hartford
Musco, Vincent A.	New Haven	Ruby, Henry F.	Hartford

Rungee, Augustus H.	Providence, R. I.	Tareila, Helen E.	Waterbury
Sanford, Fred S.	Shelton	Taylor, Chas. M.	New London
Santorelli, Herbert	Bridgeport	Taylor, Morris M.	Hartford
Sayers, Geo. A.	Waterville	Temkin, Harry	New York
Sbrocco, Nicholas	Hartford	Temkin, Nathan	Hartford
Schatzlein, George	New Haven	Temkins, Lloyd	Hartford
Schiller, Louis	New Haven	Tessler, Isadore	New Haven
Schmelzer, Victor W.	Meriden	Thrall, Ralph B.	Plainville
Schofield, Edw. B.	Greenwich	Thompson, Elwood C.	Norwich
Sears, David M.	Bridgeport	Tocco, Orazio	New York
Sears, James W., M.D.	West Haven	Toothill, F. Raymond	Bridgeport
Sehl, John L.	Hartford	Treat, Chas. Clinton	Norwich
Seinsoth, John J.	Hartford	Troupin, E. S.	Stamford
Sepples, Richard J.	Litchfield	Tucker, LeRoy P.	Bristol
Service, James P.	Norwich	Urba, Joseph A.	Waterbury
Shanley, William J.	New Haven	Verrilli, Jos.	Bridgeport
Shepard, Fred'k E.	So. Norwalk	Visel, Edw. A.	New Haven
Sheriden, Richard M.	New Haven	Volpe, Gennaro R.	New Haven
Silver, Wm.	West Haven	Volpe, Joseph D.	New Haven
Simocko, John	Bridgeport	Wadewitz, E.	New Haven
Simonson, D.	Waterbury	Walsh, Arthur L.	New Haven
Siracusa, Fred'k	Waterbury	Walsh, James H.	Bridgeport
Sisk, Frank A.	Norwich	Weiner, Benj. T.	New Haven
Sitney, Robert	New Haven	Weldon, Thos. H., M.D.	So. Manchester
Smick, Samuel Herman	Bridgeport	Whalen, Geo T.	Waterbury
Smith, Clarence G.	Seymour	Whittlesey, Chas. W.	New Haven
Smith, Oliver H.	Bridgeport	Wickes, Ethel Hobart	Stafford Springs
Smith, William C.	New London	Wigmore, W. F.	Greenwich
Snyder, Abraham	Hartford	Wilcox, Howard N.	Bristol
Spalding, Clarence G.	New Haven	Wilcox, Levi	Waterbury
St. John, Wm. H.	Stratford	Willard, Chas. T.	Stonington
Starr, Wm. S.	New London	Williams, S. H.	New Haven
Stewart, David L.	Stamford	Williams, S. Prescott	New Haven
Stroffolino, Stanley H.	South Norwalk	Wimmer, C. P., Phar. D.	New York
Stevenson, John K.	West Haven	Winkleman, Chas. P.	New Haven
Stiquel, John	New Hartford	Wolfson, Charles	New Haven
Still, Andrew J.	Bridgeport	Wood, James P.	New Haven
Stillman, Jacob	Bridgeport	Wood, Wm. H.	New Haven
Stivers, Edward O.	Ansonia	Wood, Wm. H.	Waterbury
Stoll, Isidore	Waterbury	Woodward, Arthur P.	Danielson
Stoughton, D. H., M.D.	Hartford	Wooster, Wm. W.	New Haven
Sullivan, Daniel G.	Watertown	Wooton, F. W.	Waterbury
Sullivan, Mark N.	New Haven	Wynn, Harry	Hartford
Sullivan, Michael J.	Bridgeport	Yatky, Maurice	Hartford
Swanson, Carl W.	New Britain	Zietz, Max	Hartford

In 1932, P. J. Garvin, Secretary, read the following report:

As your secretary I have been trying to conduct, this year, a clearing-house for those who want clerks and those who want positions. As you know, conditions at this time are so bad financially that those who seek positions far outnumber those men who are looking for clerks. It is most disheartening to see the older men among us forced out of business, or forced to work eighteen hours a day; it is equally heart-rending to see fathers of families offering to work for less than a living wage. There is, at the moment, nothing that we can do about it. Pharmacy still remains an important profession, despite the appearance of the windows in the chain stores, and some of the more enterprising men among us are meeting this competition by selling necklaces, detective stories, flat-irons, lawn sprinklers, needles and combination salads. It is certainly a pleasure, a treat to me, to see the number of members of our association who have been able, during these most troublous times, to keep their stores open.

I spent some of the association money this year in an attempt to persuade our law-makers in Washington that the sales tax was a bad thing;



I didn't succeed in persuading them, but at least they are sure that Connecticut druggists are watching them closely. We present a united front in protesting.

The splendid spirit of co-operation among the druggists of our state must prove an inspiration to those in states near us or far away. Every pharmacist seems willing to help his colleagues in every possible way, and I have never called upon a druggist yet who wasn't anxious to co-operate with me in every way.

No report of mine would be complete without mentioning the stupendous and unbelievable work of Hugh P. Beirne, our genial and efficient president, in his drive for new members. Usually we have five or ten, or possibly twelve joining with us in a year, but, under his expert direction, we were fortunate enough to add this year one hundred ninety-eight members, all of them pharmacists of sterling quality and progressive ideas. I welcome all of them to this association, and hope they may call upon me whenever they feel that I may be of any service, be it great or small. Now is the time for all of us to remember the old adage, "let us all hang together, or we'll all hang separately"!

My statistical report follows:

Number of active members, June 1931	396
Number of life members	29
Number of honorary members	1
Members added during year	194
Associate members added	4
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Total	624
Members dropped for non-payment of dues	70
Members died during year	6
Members resigned during year	2
	<hr/>
Total membership dropped from roll	78
Total membership, June, 1932	546

That same year, 1932, we had as president one of the most beloved men in our organization, Hugh B. Beirne. His address, as delivered on Wednesday morning, June 29th, at the Hotel Stratfield in Bridgeport is as follows:

Gentlemen, as you all know at this time by the little pamphlet that you received in your advance notices—and this was done more for the conservation of time and for the possibility of the stimulating of attendance at our Convention today—you probably have all read it, and those who haven't may do so, for there are some copies here. All they have to do is come to the desk after the meeting and get one.

I will glide over that report just as fast as I can. I believe that there are some matters in this report that had better come from the Secretary in his report, as regards membership, and so forth; but, on membership this past year, because of the fact of the shortage of money and the hard times, and the inability of most men to get their hands on money, our increase in membership came at a very opportune time. It has helped to leave our treasury in a very healthy condition. The delinquent money that has come in this year, and the seals that have been applied and paid for have also served to keep our treasury on the right side of the ledger.

The notation about the roses that were thrown at the Bureau of Industrial Alcohol I believe was well deserved. I believe that in no previous year have we had the co-operation of that Bureau any better than we have had this year, and I felt that I was justified in throwing those roses at Major Hamlin and his men up in Boston, and I would like to read to you a letter under date of June 18 that was addressed to myself from Major Hamlin after he received that report.

"My dear Mr. Beirne:

In this morning's mail I received a marked copy of your address and report as President of the Connecticut Pharmaceutical Association for the past year.

I want to express to you my surprise and appreciation of the paragraph you have devoted to the relationship of your organization with this Bureau.

The task which confronted me when the Bureau of Industrial Alcohol was separated from the Bureau of Prohibition was no easy one. Most of the employees, particularly the Inspectors, had been so thoroughly schooled in the enforcement features of the laws under which we operate that it was difficult for them to assimilate the policy that the great majority of druggists (and other permittees) were honestly trying to comply with the law and should receive every courtesy that a Government servant should properly extend to the public and should not be condemned because of occasional infractions of the law by a small minority. I am glad to know from such an authority as outstanding as you that the attempt to enforce that policy is becoming evident. Your tribute to the field force of this district office has been conveyed to the Inspectors and will, I hope, be the means of further efforts on their part to promote harmonious relations between the permittees and those charged with the control features of the law.

Perhaps, in time, we shall be able to convince the public that Government servants are sincere, conscientious, and effective. Your utterances are a decided help.

Very truly yours,  
Philip Hamlin,  
Supervisor of Permits."

On the report of the committee appointed at the Mid-Winter Meeting, of which I was one-third, it is pleasing to report, as I said in the address, that we were treated most cordially by the highest officials of the telephone company. The telephone company is now working on a schedule whereby we will receive our 15 per cent commission over the 10 and 12½ which most of us now receive. We also have a definite promise from President Knight himself, that if and when money conditions, and business conditions, show a trend for the better that they are perfectly willing that we shall obtain 20 per cent on all receipts over one dollar a day. Gentlemen, that is almost a national order of telephone companies, those connected with the American Telephone and Telegraph combine, and I don't believe that the time is very far off when we will receive that 20 per cent, when we reach that smooth concrete road which you heard Mr. Whittlesey speak of.

This afternoon we will have Mr. Veitch come before us in a fifteen-minute discourse. I have a letter from President Knight; he is in Vermont, as President of the New England Council this week. Therefore, he is unable to be here. But he said in his letter that he could not present to



this group in as understandable a manner what the company would do for us as well as Mr. Veitch, because that particular work comes directly into the Department of the Commercial Manager, the title which Mr. Veitch holds. I think you will appreciate hearing Mr. Veitch this afternoon. He is one of the best English scholars it has ever been my good fortune to talk to, and a gentleman.

Now, so that I will not take too much of your time, I will say on legislation this year, of course, nothing could be attempted.

On membership, I think I will leave that for the report of your Secretary, because there are quite a few additional names which you haven't heard in the report.

The Executive Committee this year has been wonderful. I can't recall one meeting of the Executive Committee where there was an absentee. Now, that is a wonderful record when you stop to think that the Executive Committee is made up of men located from Bridgeport to New London, and points north. They always got to the Executive meetings, and at this time I want to thank individually every member of that Committee for the cooperation they gave me this past year.

Of course, gentlemen, as you know at this time, in addition to being your President, a further and probably a greater honor was heaped upon yours truly. I want to thank the Association because of my holding Mr. Lerou's former position as Secretary of the Pharmacy Commission. If it were not for the Association I would not have been in a position to have become the Secretary. I owe it all to you men and the men who are not present this morning for having been elected Secretary of the State Pharmacy Commission; and gentlemen, while I am on that subject, I might say I am commencing to learn, after my first month on the job, that it is some job! A lot of fellows have said, "What do you care? You get paid for it." Well, in this world money isn't everything, and I can readily see that my days of pleasure will have to be curtailed if I am going to give that job the attention that it has commanded and has always received at the hands of Mr. Lerou.

I want to say at this time that I don't believe any man has ever had turned over to him an office with the work that office entails in the shape in which that office has been turned over to me. There is a triple check system in the office, and when I make a mistake I think it is going to be my fault. It is a very intensive system, and I got the surprise of my life when I received all of the paraphernalia that goes with that office; and I want to say at this time that the day after I was elected Secretary, Mr. Lerou was at my place of business from Norwich, mind you—I believe that is something like sixty miles—nine-thirty in the morning, and at ten o'clock that morning there was a truckload of every record, I believe, from 1896, in New Haven.

Mr. Lerou spent the whole day with me. He took off his coat and his vest and we worked all day. He had dinner with me, and I want to say, gentlemen, that if ever a man had an office turned over to him in shipshape manner, I am the man, and I want to take this opportunity to publicly thank Mr. Lerou for the way that office was turned over to me.

I can't conceive how a man can be Secretary of the Pharmacy Commission and hold all his friends. There are very many complicating things that come to hand, and at times they come from the hand of a friend. It

is my intention to follow out the law as closely as Mr. Lerou has done, for if ever a man attempted to follow out the Pharmacy Act Mr. Lerou was the man. Gentlemen, any time you have clean linen, I want you to get in touch with me; but, if the linen is dirty, don't ask me to do something that I cannot legally do.

There are very many ambiguous and very humorous communications that come to the office; I received one only last week. I have in my brief case here a letter that was sent to one of our commissioners, Mr. Gilbert. At the time I didn't know that it was a woman, because the signature signed to the letter was L. R. Jones. You couldn't tell whether it was a man or a woman; but she was complaining, and wanted Commissioner Gilbert to go to a drug store here in the State and have removed from the window of that drug store a poster that was placed there by the Women's League for the repeal of the Eighteenth Amendment. It depicted two children dressed as Liberty, draped in the Stars and Stripes. She asked Commissioner Gilbert to go to the store and remove that poster, as she couldn't understand how anybody could so openly flaunt a noble cause and violate what Uncle Sam wants us to do.

Commissioner Gilbert turned the letter over to me, with the remark that maybe I would have some fun answering it. Gentlemen, I did, I answered it, and I said that the signature to the letter left me open to my imagination, and I addressed it as Dear Sir or Madam, and explained why such a salutation was used. I told the party that the Pharmacy Commission was not interested in any such poster; we had no jurisdiction over any such poster. I said that I had an open mind upon the noble experiment, and that current events shadowed a change of some kind which would be a relief from the ramifications that the experiment had brought. I wound up by stating that if the poster bothered me personally that I thought I would refuse to look at it, and that I offered that as a suggestion.

Gentlemen, I only tell you that so that you may know some of the foolish communications that your time is taken up with. When you write the Secretary's Office, may I ask you to have something in concise form; go to the point, but please don't address me with such humorous stuff as that, because I don't believe there is anybody in this room who would think for a minute that the Pharmacy Commission has the privilege to go out and remove any such posters.

In conclusion, I might say, I suppose you have read the recommendations that were in the address, and I believe that the Chair will offer those recommendations to any committee which he may appoint. In addition to the recommendations that you found in that address, I would like to offer the following general resolutions to be acted upon by the same committee at that same time.

President Beirne read general resolutions for consideration of committee on President's report and recommendations, with the following interpolation:

**GENERAL RESOLUTIONS FOR CONSIDERATION OF COMMITTEE ON PRESIDENT'S REPORT AND RECOMMENDATIONS**

1. WHEREAS, the tendency of extravagance in government has reached proportions that are incompatible with conditions obtaining in the State and Nation, and

WHEREAS, taxation is already at the breaking point,



BE IT RESOLVED, that all officers, national, state and local, be requested to exercise the utmost frugality, and in economy to the end that there be no further increase in taxation, but that all reasonable curtailments and retrenchments be made.

2. RESOLVED, that this Association commend the high standard of excellence of the Connecticut College of Pharmacy, and the character and efficiency of its faculty, and that we recommend the school to all desiring a thorough pharmaceutical education.

3. RESOLVED, that this Association favors the development of the four-year course in Pharmacy, and that we continue to foster Professional Pharmacy and that the officers and members co-operate actively in the "Back to Pharmacy" movement to the end that pharmacists may indeed practice their profession and make it still more effective as a force in public health.

4. WHEREAS, the practice of advertising and making companion sales, which include nationally advertised items, is misleading and harmful to the consuming public and deprives the retail and wholesale trade of the benefits of the demand for said articles, created by national advertising and retail stores as a natural medium for reaching the consumer, and

WHEREAS, this practice also is injurious to the manufacturers, who must ultimately suffer from a lessened demand by the consuming public, being taught to expect these companion items for nothing.

RESOLVED, that this Association enter an emphatic protest against all such combination deals and call upon all manufacturers and wholesalers to withdraw and discontinue any and all such offerings to the public.

Following Resolution No. 3: The reason for that resolution was that Connecticut had to go on the four-year course at their school; there was no other alternative. Your Commission attended the meeting of the National Association of Boards of Pharmacy meeting last March in Boston, and after June 1, 1932, practically every State in the Union is on a four-year requirement; and in order that men graduating from that school would not find after their graduation that they were held out from reciprocating with other states, it was necessary to go on a four-year course.

There are a great many advantages to the four-year course—and I want to say at this time that I was not in favor of the four-year course and so stated in Boston—but after I had the thing explained to me (I think Mr. Lerou at that time was not too much in favor of it, either; we were afraid of the welfare of the school and what it would mean at this time) I believe we were both convinced that it was the only thing that Connecticut could do.

Now the recipient of a degree after four years' study at college will be a B.S. In many states and in many colleges B.S. is the equivalent of pre-medical requirements, and all pre-requirements for further cultural subjects. That, in itself, is worth the additional year's attendance at college. Therefore this resolution.

We know that we have all been harassed by the giving away of a toothbrush with a tube of toothpaste, and the giving away of a safety razor with a package of blades. I don't believe it is a good thing for our business. How many of you men today can sell a Gillette razor? The public have been taught that if they buy a tube of Palmolive Shaving Cream or Col-

gate's Shaving Cream that they ought to get a Gillette razor with it. That doesn't help our business, and I really believe that this resolution is in order, and it is only part of a national campaign of all other associations that are doing the same thing; and I believe that the manufacturer in time has to listen to us that we do not want those companion sales.

I have had this thing brought to my attention from Texas to New Hampshire. The druggists of the country are against it.

I take great pleasure in offering those general resolutions in addition to the recommendations to any committee that the Chair may appoint.

Thank you."

Among the noted speakers who appeared at that meeting were Eugene C. Brokmeyer, Washington, D. C., General Counsel of the National Association of Retail Druggists; Dr. Curt P. Wimmer of Columbia University; Johnstone D. Veitch, commercial manager for the Southern New England Telephone Company.

In 1933, President George Blackall gave the following President's report:

"Ladies and Gentlemen:

It is customary at this time for your President to submit a report of the activities of our Association during the past year and make recommendations which seem proper and wise for its future success.

It has been a real pleasure to serve you during this trying year. I cannot help having a feeling of satisfaction and confidence that our various enterprises with which we are identified, and our trade association, are both on the threshold of a new and greater success.

Our membership must increase, because we are charged by our National Government with a definite responsibility, and it is through our association activity that the hoped for benefits will be realized.

Local Associations. I have been very much encouraged all during the year by the cooperation I have received from every section of our State. The forming of active local associations to formulate plans which will clear through the State Organization is a great step forward. A uniform plan of action will undoubtedly be developed for these local Associations.

Conferences. Your various committee chairmen have had occasion during the year to confer with State and National leaders in many departments. These leaders have been impressed by our organization and the activity of our committees.—Thanks to committees and Mr. Garvin's cooperation.

Economic Condition. The wholesale houses in various lines serving our members are to be commended for the fair and equitable manner in which they have cooperated with our members during this period which we have passed through.

Professional Progress. I wish all of you could have attended the meeting of the American Pharmaceutical Association last year. In spite of the fact that the retail Pharmacist is harassed by trade conditions which make it difficult to operate a Pharmacy profitably there has been definite professional advancement. There is an optimistic outlook on the opportunities for serving the hospital, the physician, the dentist, and the veterinarian of our respective communities.



I am sure our State has men equal in professional and scientific attainments to any. Our Association would be quite proud of a contribution to pharmaceutical knowledge of a book on a professional and scientific subject, and also a book on the commercial and jurisprudent side of Pharmacy, by one of our members.

The completion of the National Pharmacy building in Washington, D. C., at a cost of about one million dollars is an achievement of which Pharmacy may well be proud. The building is beautiful in design, built of Vermont marble, and occupies a very advantageous site on Constitution Avenue, facing the Lincoln Memorial. Any visit to Washington should include this building in its itinerary.

The A.Ph.A. has about forty members in Connecticut. I would like to see this increased to one hundred, especially at least one or two in each town in our State. At present, members will assure you this is one of the most pleasant connections of a Pharmacist.

At the Century of Progress Exposition in Chicago, in addition to the commercial displays, there is a Pharmaceutical Science display. Our friend, Secretary Christenson, of the National Association of Boards of Pharmacy, has been chosen chairman of this Committee and Connecticut congratulates Secretary Christenson on this high honor .

Connecticut Pharmaceutical Association Seal. Our State Association Seal excites favorable comment wherever shown. If you haven't one displayed, send one dollar to John E. F. Jones of Bridgeport, or to our Secretary, and one will be forwarded to any member.

Legislative Committee. Our Association has been very fortunate this legislative year, to have had such an able, hard working committee, headed by Secretary Hugh Beirne. They have all worked tirelessly, and aided by your wonderful financial support have had fine success. Mr. Beirne will cover this matter in his Legislative Report, and I wish to thank this committee for their fine cooperation.

Telephone Committee. Due to conditions, the Telephone Company has not been in a position to grant our request for an increase in pay-station commissions. They are now paying us 12½%. Mr. Veitch told us last year, every one per cent increase meant \$10,000 to the Company, and has assured us that they will take care of us as soon as possible. I recommend that you keep a permanent telephone committee to keep in touch with the company.

National Legislation. Your President has received a legislative letter every week from the association attorney, Mr. Brokmeyer, at the National Capitol. It has been very much appreciated and as Mr. Brokmeyer's remuneration is the subscription to this service, I hope many members will avail themselves of it. Our representatives in the U. S. Senate and the Congress of the United States have been ready to help in any request from Pharmacists; and in the matter of the cigarette price controversy, have enlisted the aid of the Federal Trade Commission.

State Survey. The Druggists Research Bureau and the St. Louis Survey have both completed two fine works for Pharmacy. A Connecticut State Survey of the Economic condition of Pharmacy in our State would probably be of interest and also of service to our future Legislative Committees.

California Relief. We have had a nice response to our appeal for help for earthquake stricken druggists of California, and are pleased that we will have a substantial sum to forward Pres. Goode as Connecticut's share in this work.

U.S.P. & N.F. It would seem wise for our members to co-operate with the N.A.R.D. in their promotion work for U.S.P. & N.F. preparations. If the individual members in their own cities could not find time to detail their physicians, they might co-operate in employing a Pharmacist to do this for a certain time each year.

Proceedings. The committee on getting out the proceedings have done a fine job this year in getting the copy of the proceedings into your hands before the mid-winter meeting. This was made possible by the reporting work done gratis for the publishing company by our Secretary Beirne, and also the fine job of advertising solicitation done by his agent.

Membership. We have not made a drive for members this year. Instead we have tried to impress the benefits of the Association on the large number of new members which were brought in by our drive committee of the previous year.

Twenty-five new members have been admitted.

Ladies Auxiliary. The ladies have earned a definite place in Pharmacy. I would like to see a State-wide Ladies Auxiliary which could actively work with the Association.

Conclusion. The accomplishments of our Association the past year quite clearly show the benefits of concerted action. This action has been of great benefit to the advancement of Pharmacy in our State. There are still great opportunities for us in our group endeavors.

You have bestowed upon me the highest honor within your power. I want to express to you my appreciation of this honor, and I have tried to serve you satisfactorily. I wish at this time to express my thanks and appreciation to all of my committee members. They have been very faithful, diligent, and patient, and our Association owes much to them.

I assure you that I stand ready to serve the organization at any time to the best of my ability.

#### RECOMMENDATIONS

1. That the standing committee on telephone commissions be continued.
2. That the State organization have a definite contact with every local organization. That the executive committee perfect a plan to this end.
3. That the scientific committee endeavor to have some qualified men or women write at least two books on Pharmaceutical subjects, one scientific and one commercial.
4. That the committee on publicity swing into action as a potent force in the new industrial set-up. That its membership include one member from each local organization.
5. That we endeavor to cultivate more closely the acquaintanceship of our neighboring associations, Rhode Island, Massachusetts, New York and New Jersey.

Respectfully submitted,  
GEORGE BLACKALL, President



Also for purposes of comparison, we will include a report from the Board of Pharmacy Commissioners read by Secretary Hugh Beirne:

BOARD OF PHARMACY COMMISSIONERS, STATE OF CONNECTICUT  
To His Excellency Wilbur L. Cross, Governor of Connecticut and to the  
Officers and Members of the Connecticut Pharmaceutical Association:

Gentlemen:

We have the honor to transmit herewith the twenty-fourth annual report of the Board of Pharmacy for the year ending June 1st, 1933, conforming with the Act to regulate the practice of Pharmacy in Connecticut.

A full detailed report was submitted to Governor Cross, a summary of which is presented herewith.

SUMMARY OF FINANCIAL REPORT

Receipts from June 1932 to December 1932 .....	\$5,326.50
Receipts from December 1932 to June 1933 .....	10,120.50
	<hr/>
	\$15,447.00
Expenditures, June 1932 to December 1932 .....	\$5,195.12
Expenditures, December 1932 to June 1933 .....	8,659.21
	<hr/>
	\$13,854.33
Balance on hand June 1, 1932 .....	\$1,592.67
Retained by Law .....	500.00
	<hr/>
Paid to State Treasurer by check .....	\$1,092.67

OFFICE SYNOPSIS FROM JUNE 1, 1932 TO JUNE 1, 1933

June 16, 1932			
44 taking Registered Examination of which 22 passed.			
46 taking Assistant Examination of which 22 passed.			
October 4, 1932			
44 taking Registered Examination of which 24 passed.			
15 taking Assistant Examination of which 5 passed.			
January 6, 1933			
24 taking Registered Examination of which 9 passed.			
16 taking Assistant Examination of which 10 passed.			
April 10, 1933			
21 taking Registered Examination of which 7 passed.			
28 taking Assistant Examination of which 13 passed.			
Total taking Registered Examination	133		
Total taking Assistant Examination	105		
Total passing Registered Examination	62	General Average	77%
Total passing Assistant Examination	50	General Average	68%
Store Registrations Issued .....			811
Store Registrations Transferred .....			62
Store Permits Issued .....			2,160
Apprentice Cards .....			10
Relief Work Card .....			71
Reciprocals Issued .....			6
Registered Pharmacist Certificates Replaces .....			5
Registered Pharmacist Deaths Reported .....			22
Assistant Pharmacist Deaths Reported .....			4

Delinquent Registered Pharmacist .....	227
Delinquent Assistant Pharmacist .....	62
Registered Pharmacists who do not renew .....	41
Number of Pieces of Mail Outgoing .....	12,247
Number of Pieces of Mail Incoming .....	14,186
Illegal Signs Ordered Removed .....	187
Drug Store Inspections .....	410
Number of Persons Cited before the Board .....	11
Decrease of Candidates Taking Registered Pharmacist Examinations as Compared to 1932 .....	163
Decrease of Candidates Taking Assistant Pharmacist Examination as Compared to 1932 .....	75
Decrease in Revenue from Examinations .....	\$3,195

Respectfully submitted,

HUGH P. BEIRNE, Secretary

There have been some disturbing things and some nice things that have come to my attention during the past year. One of the disturbing things is this: I found while I was at the Capitol so much this year the fact the people who have no interest in the drug business complained very bitterly of the way drug stores are covered in the state. There are many stores that are being covered by wives, daughters and children. That condition must and will cease. About two weeks ago I went out on an inspection myself and the first five places I visited were violations. At a meeting of the Board we revoked one store license. It was one of the larger stores in Hartford. I walked in there at two o'clock in the afternoon and there was not one druggist in the store. It was one of the stores that had been telling the public through the medium of the newspapers that it could fill any prescription and nobody undersold them on the price. It was one of those stores where you could get a roast beef, a rocking chair or an aspirin tablet. It was a large outfit, but not a place where one would go for the filling of a prescription. I asked to see the prescription room. I wouldn't inventory the place at more than \$10. Everything was in quart bottles; all liquids were transferred from another store they run in the City of Hartford. When I asked them how they would fill a prescription for sodium bromide, I was told they would send out for it over to their other store, which is about a mile and a half away.

I don't believe that your Board will be condemned for revoking that license. If they want to go to court, we will go with them and I don't believe they will beat the Board. I want to tell you they have applied to register the store as a package permit store. It will not be issued to the store until all evidence of a registered pharmacy has been removed. They have a twelve-inch sign in front of the store and an illuminated sign inside with the word "Drugs." This will have to be removed.

On the same day in the City of New Britain I found one store covered by a boy sixteen years old; another by an unregistered man. In the City of Waterbury, I found one covered by a boy who couldn't talk English and who was fifteen years old.

Now why bring disrepute on our business? It isn't fair. I realize the financial conditions that a lot of us are up against. I am no exception. We are all coasting. But it isn't right to go out and leave boys fourteen and fifteen years of age in charge of drug stores. We have registered men who are hungry for a few hours' work. If a man has to go out, those men are eligible to go in for a night or an afternoon. It isn't fair to pharmacy



to run your business that way. Those are some of the conditions in many stores. Many stores are covered every minute, but too many are not.

I believe the Pharmacy Commission is trying to do a good job, but the thing in our way is finances. The legislation does not become effective or operative until next Saturday, July 1, so this year we could only retain the usual \$500. We do not have enough to operate properly when we retain \$500. Therefore Mr. Nelson's suggestion a while ago was a good one."

You will note that the meetings during the 20's and 30's have been devoted to the practical matters involved in the conducting of the drug business. We wish to insert here, for example, part of an address given by Commissioner Beirne in 1933:

PROPOSED AMENDMENT TO LIQUOR CONTROL ACT (No. 10)  
An Act Amending an Act Concerning the Taxation of Beverages  
(Concerning Pharmacies)

Be it enacted by the Senate and the House of Representatives in General Assembly convened:

Section 1. Section two of Part I of Chapter 140 of the Public Acts of 1933 is amended by adding thereto the following: "(15) The words 'registered pharmacist' or 'registered druggist' mean any person who is licensed as a registered pharmacist under the laws of this state to compound and dispense medicines prescribed by physicians and who is actively engaged in the practice of such profession in this state.

"(16) The words 'registered pharmacy' or 'registered drug store' mean a place registered as such by the pharmacy commission of this state, and under the management of a registered pharmacist, the principal function of which is to compound physicians' prescriptions and to manufacture and sell drugs, medicines and allied products.

"(17) The words 'pharmacy commission' mean the commission appointed by the governor of this state to license as registered pharmacists and registered assistants such applicants as fulfill the legal requirements for such license, and to license and control as registered pharmacies stores that fulfill the legal requirements for such license.

Sec. 2. Section twenty-nine of Part I of Chapter 140 of the Public Acts of 1933 is amended to read as follows: A druggist permit may be issued by the liquor control commission, in its discretion, after the applicant shall have presented a certificate of fitness issued by the Pharmacy commission, and the pharmacy commission shall have the authority in the issuing of such certificate of fitness for this purpose. No druggist permit shall be issued covering a new drug store or a new location for an old drug store until both the pharmacy commission and the liquor control commission shall have been satisfied that a drug store at such location is necessary to the convenience and best interests of the public. A druggist permit shall allow the use of alcoholic liquors for the compounding of physicians' prescriptions and for the manufacturing of all U.S.P. and N.F. preparations and all other medicinal preparations unfit for beverage purposes, and shall allow the sale of all alcoholic liquors in containers of not more than one quart capacity, and shall forbid the drinking of such alcoholic liquors on the premises of any drug store.

Sec. 3. Section thirty of Part I of Chapter 140 of the Public Acts of

1933 is amended to read as follows: "A registered pharmacy shall be allowed to fill the prescription of a licensed physician for alcoholic liquors at any time and without regard to the vote of any town prohibiting the sale of such liquors, provided such prescription shall include the name and address of the person for whom it is prescribed, and shall be signed with his full name by the physician issuing such prescription. Such prescription shall be filled only once, and the person making a sale on such prescription shall write on the face thereof the number of such prescription and the date of the sale or delivery of such liquor, and shall keep such prescription on file and available at all reasonable times to the inspection of the commission."

This is the part of the law that will prevail after the 1st of July to drug stores in dry towns. That will crop up after repeal. They will have to have a prescription for liquor. It wouldn't be fair if a majority didn't want it, to have one drug store selling liquor in the town without prescriptions."

With your \$200 to open a new store and a liquor permit already in your neighborhood, you have the liquor outlet in your town, and if a fellow wanted to open up a block away, it is within the power of the Pharmacy Commission to refuse a certificate of fitness. With that \$200 clause and the certificate of fitness, I daresay there isn't a drug store in the state that didn't go up in value at least five to six hundred dollars. There are now potential buyers of drug stores in the state. You have something to sell now. You have a liquor outlet when we get repeal and it doesn't cost \$200. If I could have put all this in writing, I think a lot of men would have sent in money when they didn't know whether they should send it in or not. But now that all bills are paid and we have a balance, we can forget it.

The worst thing you can do is permit anybody to take a drink in your store. One of the heads of the Liquor Commission was going to put you back selling nothing but medicine with somebody else selling the liquor. We don't want the condition of men going to church on a Sunday morning and going to the corner saloon and coming out drunk at two o'clock in the afternoon. That was the condition before the 18th Amendment and we do not want it to return.

It will be mandatory to take your license away from you if you are convicted of letting anybody drink on your premises. This act is intended to divorce the sale of beer and liquor. No man can have two kinds of permits. A man can't have both the liquor and the beer permit. I know that there is a plan on foot where a great many men are applying for beer permits thinking that after repeal they will fill their shelves with liquor. I think they are mistaken. I hope so.

We are going to need more money to operate. We are trying to see far enough ahead to take care of eventualities. There won't be any one-man's decisions on the certificate of fitness. I am not going to take that responsibility. Don't apply for a certificate on Tuesday night and expect it in the first mail on Wednesday morning. Give us enough time. From time to time it is my intention to call the Pharmacy Commission together. We are one family. We want to operate for the welfare of all of you men. We can't operate successfully, divided, and we know we can't. It is my intention not to have any one-man's decisions on the certificate of fitness. There will be five men. We will meet once a month and go over



the applications for a certificate of fitness, and that is as much as we can meet. I think that these men have been put on the Pharmacy Commission—that is one of their functions, and the legislators who passed this legislation for us never suspected that a one-man decision would be made. It was put through as a Pharmacy Commission measure, and they will treat on the certificate of fitness.

I don't think any men need worry about getting a certificate, except those men who we know came into the business and made a disgrace of it in spots. We have a few. Those men's applications will get very close study. You are more or less on probation when you get into the handling of liquor under this Amendment. Don't start in making a gin mill or a whiskey shop out of your drug store. If you do some of the things I have heard, rotten things—the condemnation that men have for the druggist is because a few did some bootlegging. The whole profession is condemned because of a few. When you get this privilege, treat it as a privilege and you won't have any trouble with us.

Another thing, liquor cannot be sold in package permit stores before eight o'clock in the morning and not later than seven o'clock at night. At first it was six o'clock, but this was amended to seven o'clock at night. There are drug stores in the State of Connecticut that remain open until midnight. The Liquor Control Commission does not want liquor sold at midnight and so those men may have a little difficulty getting a permit.

I don't feel that they should put this in force, but I am quoting to you what they said to me. Those were some of the things that caused us to be left out on the limb. There is nothing in the Amendment that says what time liquor should be sold in a drug store.

Most of the states formulated a law for the sale of beer only. If Connecticut had only gone that far, we wouldn't have had a fight and I wouldn't have had to apply to you for money. When it came in, gentlemen, you know what the druggists got. We got nothing; we got worse than what we were operating under. After repeal we would have had to take what they gave us. Now we are that much ahead of the other states. In New York State, I believe that the whole responsibility as to the proper distribution of intoxicating liquor has been placed on the Liquor Commission.

We told the men of our intent and sincerity to clean up some of the conditions they were complaining of, and the afternoon this bill was passed, on the last day of the Legislative Session, they did not rise. There was just one man who arose, and you men will recall him, a little man with a rubber collar and squeaky voice. There were cat calls from all over the house and cries of "sit down," and the thing was voted upon and we got something that is going to put us on our feet."

This was also the year when N.A.R.D.'s John A. Goode was our chief speaker, and his address was as follows:

"Mr. President, Mr. Garvin, Members of the Association: Coming up here into what is considered the real intellectual section of the United States, the home of Harvard and Yale, I came with a good deal of fear and trembling that a country boy like me would disappoint you greatly. When my good friend, P. J., was describing me there, I was reminded of a story they tell down South of the nigger woman attending the funeral of her husband. The preacher went at great length in describing the dead man. He told how good he was to his family, what a wonderful father he



was. He made a glowing tribute to him. After some time of this, the nigger woman went over to the preacher and said, 'Father, would you mind opening dat dere casket? You is talking 'bout de wrong man.' (Laughter)

She caught the point as I went out the door.

As for my administration, this might be said for a tornado, it clears the ground for a new structure. If I have dug down into the foundation and laid one for the future, that will be helpful to the individual retailer, then I will have labored to my entire satisfaction. I have no further political ambitions. I shall be happy in September when I may return to my drug store. I have given much of my time and money to the work this year. It has been a pleasure. It has had some headaches in it, but I think it is the duty of every man to lend his efforts to the profession or the trade from which he earns his living. I think any man who doesn't belong to the trade association might be classified as a business and professional hobo living at the expense of better men than himself.

We are meeting here today at what I hope to be the close of a period which is undoubtedly the greatest depression that this country has ever seen. I was reading in the newspaper the other day one financial writer's column in which he pointed out that the total wealth of this country was two hundred and fifty billion dollars, that we owed two hundred billion dollars. That is, twenty-twenty-fifths of all we have we owe. A very dark picture to look at in the future. We have come through the period where we have heard the groan of the hungry infant in most sections of the country, the pitiful plea of the aged and infirm, twelve to fifteen million unemployed, poverty and hunger from one end of the country to the other. Men have lost all in their business. We saw the banks close, all of them for the first time in this country. That you might say happened directly because we lost confidence in each other. Anyone who knew anything about the currency system knew that this country had never issued but seven billions in money. The combined resources was sixty billion dollars, owned by twenty per cent of the people. Anyone knew that sixty into seven wouldn't go, when all was asked for.

We have seen a period that has tried the very souls of men. I think in this country the four greatest Presidents we have had are, George Washington, Abraham Lincoln, Woodrow Wilson and Franklin D. Roosevelt. (Applause) Each of them served at a period of emergency, the greatest in the history of this country. Each was equal to the occasion.

We find Mr. Roosevelt today starting a program. We find a dark and fearful picture. My hope is that we will solve it. I feel that we will, and we are going to do it through that great American trait, the ambition of success. We have that, I believe, in this country in a greater proportion than any other country on the face of the globe. When I use the word success, I wonder how many of you have looked it up. To the average individual it means going up somewhere, up high. It means money to most of us. But literally you will find that it looks like this. It comes from the Latin, *succedere*, meaning 'to go under.'

So instead of going up, it means a deep and laborious digging process. Any young man can build for himself a success if he is willing to go along under and lay the right kind of a foundation. You go down deep to build a sky-scraper; you can build a pig pen on top of the ground. So the young man starting out should determine the kind of future he is to have. He can determine this by the amount of effort in the laying of his foundation.



So in this period of depression, those of us who have come along thus far have, through necessity and ambition, laid a foundation that I believe spells safety for the future, a solution of the problems of the country, and I don't think that those of us who have gotten along thus far need to have very much fear of the future.

Again I say, it is that ambition of success that is going to take us through this problem. It is possibly one of the most difficult experiences, the most difficult experience that any in the sound of my voice here have been through.

The first step under the leadership of President Roosevelt is the business structure of profit. Profit in business has been the key to our situation. There has been no profit in business. Capital will only go out and circulate in business so long as it is protected by an insulation of profit. Business in this country has been operating without profit. That, added to the world-wide depression, reached the point where there had to be a change. One who reads the Constitution and the debates of the Convention that ratified it, gets this impression from those patriots, that it was for the prime purpose of encouragement of individual initiative and the safeguarding of personal liberty. That was the purpose that was uppermost in their minds. Beginning with the foundation they laid, we built the greatest country that the civilized world has ever known. We got it out of balance through the mechanics of operation, through the trust laws and various forms of legislation. We got it out of balance but I am satisfied that we have brains enough and ambition enough to set it back into shape.

I hope each one of us will read the Industrial Recovery Act. Mr. Roosevelt says in that that a bankrupt business structure reflects a bankrupt government structure. So it is his purpose to get back to the early teachings in order that we may have an average of well being among the people rather than have the few with more than their share. I think that Mr. Roosevelt labored well and did a good job.

Under the Industrial Bill, the drug industry is of course interested in taking such advantages as properly belong to it in order that we may put profit into the drug industry. I believe that I am safe in saying that the most inco-ordinated industry of all the large industries has been the drug industry. We had a conglomeration of systems and ideas. We had hatred and suspicion, until we were the most profitless of all industries. At this point, I want to discuss with you the Drug Institute as it applies or relates to the Industrial Control Bill.

Let us get back to the Drug Institute. Prior to the enactment of the Industrial Control Bill a great many manufacturers realized the red ink, that something was happening in their business and something had to be done about it. They tried all kinds of schemes in the operation of their business, but to no avail. Finally a group met in New York, composed of manufacturers, wholesalers and retailers. There were injunctions against this one and that one and the trust laws were barring activity in many directions, so in January this group went to New York and consulted what they considered to be the most able legal talent in New York. The lawyers told them, 'Find out what you want to do and we will see if we can make it legal for you.' So there was born the Drug Institute, prior to the passage of the Industrial Control Bill.

We see the picture of the independent retail druggist who had introduced certain preparations as a sort of start. He introduced them and cooperat-

ing with the manufacturer, started them going. The manufacturer became dazzled then by volume. Then along came the national advertising agency and oversold a good many manufacturers on an extensive advertising campaign.

The first thing the manufacturer said was, 'I used to operate very well on ten carloads of this stuff a day. When the advertising agency came in we got up to where we were selling twenty-five carloads a day. Then we turned around and the chain stores dazzled us with big orders, and this with the advertising campaign and the change in our policy of doing business brought us up to where we were operating on fifty to one hundred carloads a day. We went along all right so long as we got the volume, but the volume is getting off. There has been a change and it is necessary for us to have more volume.'

Let us see what he did. He turned a deaf ear to the independent retailer who had made him. He said that the chain store was entitled to special preferences. The chain store took the price, the favors and preferences, all of them, that the manufacturer could give them and so demoralized the retailer that he could no longer compete with them without losing money every time.

Let's see what they did. They got tired of losing money. We might liken the chain store to the story of Isaac in the Bible. When Isaac grew old and blind, he called Esau, his favorite son, to him and told him he was growing old and wouldn't be here very long and he desired to convey on him the blessing of his soul. 'Go out into the forest and get some venison. Bring it back that I may partake of it and while I am enjoying it, I will convey on you the blessing of my soul,' he said.

Rebecca, his wife, heard this, and Jacob was her favorite son, so she called him to her and told him what she had heard. 'Get a young kid,' she said, 'and I will prepare it so Isaac won't know the difference and you will get the blessing of his soul.' At first Jacob objected, saying that Esau was a hairy man, but she overcame that by putting some of the goat's skin on his hands and neck, and dressing him in Esau's choicest garments. And so, cleverly substituted in the disguise of Esau, Jacob went to his father, Isaac, and said, 'I am Esau, thy favorite son.'

And Isaac felt his hands and said, 'It is the voice of Jacob, but the hands of Esau.' And so deceived was he that he partook of the meat, while Esau was in the forest, and gave Jacob the blessing of his soul.

So we find a good illustration in the manufacturer who turned his back on the retailer who had made him, and gave to the chain store all the preferences and favoritism.

So the manufacturer found that his system wouldn't work, that something had to be done. Their scale of business had been built on a big volume, but it was not available because the favored few were handing out a billion dollars of goat meat or substitution. He said, 'I wonder what would happen to me if the retailer would become so proficient in the art of substitution that he would start really energetically in the offering of the substitution of the X brand.'

We find quite an interest and intention among the manufacturers to do something. I make that to you, first, gentlemen, because I think it is a true illustration, and second, because I have a good deal of faith in the



manufacturer's sincere effort today to do something to really stabilize prices, not so much because he wants to, because judging his future by the past, it has been a dollar and cents proposition and it is going to be a good business proposition for him to do that.

Thus the Drug Institute was organized before the passage of the Industrial Recovery Bill. There are two manners in which organizations or industries may function under this Industrial Recovery Bill. One is somewhat in the direction of the permissive and the other is mandatory. It is possible under the Bill for the government, by the license provision, to take away the license of anyone who persists in cut-throat, dishonest operation, and he can't operate any longer. The other way is where industry gets its own house in order and proceeds to operate without the heavy hand.

The Drug Institute is trying to work in that particular direction, I understand. There is a committee to set up a code of ethics, that the margin of profit will be for the retailer, the wholesaler and in a measure for the manufacturer. In an industry as incoordinated as the drug industry this is a considerable job.

Now, let's see why Mr. Walgreen and Liggett's want to get in on the picture. Lots of druggists don't understand that. Now the truth of the matter is this: They have had difficulties in the past. I am speaking of the group, not these chain drug stores in particular. They have seen the necessity of making a profit. Some of the large chain stores have gone out of the picture. The pine-board store has out-cut the cutters. They can't compete with those fellows. So now they are listening to reason. They want to make a profit. It is a favorite pastime to try to make the future take care of the past. You have got to put profit into the business.

Where does the jobber come in? He has been subject to the practices of the gyp jobber. The chain stores and pine-boards have bought their stuff from those other than the legitimate jobber. Under this plan there will be a great deal more volume of business to pass from that jobber. Now he will possibly not get as large a discount as he has been getting, but he will get a larger volume which will make it more attractive to him. So the welfare of the jobber and the retailer are pretty closely tied up. A jobber could not favor anything that injured a retail druggist, as I see the picture.

Now the manufacturer wants to make some money and naturally he has seen that the value of the independent retailer is worth considerable to him and he is going to gain his favor if he can by showing him a profit in his line.

I think it will work generally in that particular direction.

We are up against a group there that has intelligence and resources. What is going to be the bargain that we make for the retailer? That is what I am interested in and that is what you are interested in. And I might illustrate that in this way: Down in my country they have an insane asylum and this fellow was getting along pretty well. One day he was sitting outside when a man passed with a wagonload of fertilizer.

'Hello, brother,' he called, 'what you got there?'

The man said, 'Fertilizer.'

'What you going to do with it?'

'Put it on my strawberries.'

'I declare,' he said, 'here they have had me locked up for seven years and I have been putting sugar and cream on my strawberries and you have been putting fertilizer on yours.'

I am interested in that question that puts fertilizer on the bank account of the retailer in order that he may survive. I believe that we are entitled to a fair margin of profit if we are competent in the operation of our business, and that we ought to be taken care of in that direction. I don't know how they are going to approach the problem of the code of ethics. The greatest mistake would be to rush to Washington with a half-baked code of ethics and make our first slip. There is lots of maneuvering that must be done first. I will say this: Concerning this Drug Institute, I have been over to New York a number of times, but I had no part in the creation of the idea. I have met with them in mysterious rooms, because our Sherman Anti-Trust Law does a beautiful thing. You take twenty-five thousand drug stores and they can raise or lower prices just like that; but if two or more independent retailers meet together and talk about a plan of raising or lowering a price, they are headed for the penitentiary. We passed our trust laws to safeguard the growth of trusts and it stimulated them rather than stopped them. So we have been meeting over there and trying to work out a plan.

You are going to hear a lot more about the Drug Institute because the Industrial Bill has the effect of abating the bill for injunctions for a period of two years. Maybe an angel came down and kissed us on the mouth, as the gentleman said this afternoon in his story. Now we can talk about it. I believe that the more you examine the Drug Institute in its idea of giving you a profit, the more you are going to look upon it with favor.

Let's see what happened when a cut-rater came into the community. He came prepared to charge fifty-nine cents against your price of one dollar. The average retailer played ostrich and stuck his head under the grass and said, 'Nobody will find out about it,' but they did. The public could compare that price of Listerine, for instance. I am taking that as an example. I am not illustrating Listerine with any idea of criticism. When they could buy Listerine in that store for fifty-nine cents, they immediately jumped to the conclusion that everything else he had was correspondingly cheap and they saved money when they went there. You lost your prescription business and they no longer visited your store. There was this deadly parallel that the public drew between your price and his price.

Now the Drug Institute intends to eliminate that situation and then if you're not competent enough to run your store, there is nothing that can be done for you. The manufacturer has found out that for them to go in just a few places isn't healthy for them. If the retailer gets nothing but that out of this Drug Institute, and it is permanent, it has been of great benefit.

I have one of these cut-raters five doors from me. Don't think that anyone who can get a product from him for fifty-nine cents where I sell it for one dollar, will come to me because he likes the color of my hair. If he does, he is crazy.

If we have eliminated that deadly parallel, we have gone a long way. The Committee will find out what is the average cost of doing a retail drug business, and then they will attempt to set up a list that is based on that figure, giving the retailer a reasonable profit below which the product can-



not be advertised or sold. As I understand it, that is what they are working in the direction of doing. I don't believe you can filter back into the retail drug stores business at full price, for where they have been buying this dollar preparation for fifty-nine cents, it is going to be a difficult thing.

Some of the fellows in New York thought this was a fast ball. I suggested the idea that it would be a good thing if the manufacturer would reduce his list to the old 2-4 and 8 which we had fifty years ago. There must have been a reason for setting up that 2-4 and 8. You think you are working on 8 today, don't you. With all the discounts and advertising and gyps here and yonder, you are really operating on a five-dollar list instead of eight. We said to the manufacturer, "There has been a lot of this gypping and unfair practices. If we are going to get honest again, how about you dropping down so we won't have to make the retailer take a lesser amount than belongs to him and save him from jumping to full price all at once?" This would have to be if the manufacturer hung onto his full list and didn't give the retailer enough of a reduction.

Now let's see what the manufacturers say about the spread in the sale of X brands. "If a druggist can make a profit on a standard, advertised brand, it is a lot less effort to hand that to the customer than it is to take ten or fifteen minutes to sell the X-brand. The average will work along the line of least resistance." I think he is right, but he must see that there is a profit. I think it is going to be the purpose of most manufacturers to see that there is a profit in the merchandise. If they don't, there will be an ever-increasing amount of X merchandise sold. There is lots of good merchandise available.

I am in favor of standard advertised brands of merchandise. It brings lots of people into our stores; it is worth a lot to us, so I think we can afford to push it for a profit. But we can't afford to push it at a loss. Now if there is no way we can get together on just how it will work in the Drug Institute, why then there is no hope of working out anything that is fair to all parties. As long as I see that the Drug Institute is working in the direction of the retail druggist, I am going to tell you it is all right; and when I think it isn't, I'm going to tell you what I think about it, and you can make up your minds. I believe it offers the most hope to you of anything that has come along.

We have been talking about the Capper-Kelly Bill for years. It never could have done what we have the legal right to do under the Industrial Control Bill. Over night we have been given ten times as much right to do something for the next two years as we could ever have had under the Capper-Kelly Bill.

Now the retail druggist collectively is very strong; individually he is very weak. For years we have been told at conventions that all is well and been patted on the back and sent home. Well, that was all right as long as you could pay your railroad fare and live, but a great many can't keep that up. The day has arrived when we must talk common sense. One of the hopes that we have is that we have been turning out better business men, better educated men out of the schools. I think those fellows are beginning to think and that it is one of the bright spots of the future. We are going to deal with fellows in the retail drug business that want to know more about the facts, and I think you are going to have to tell them. That is the bright spot, as I see it.



I wish I could give you a real A, B, C, D, picture of how the Drug Institute is going to function. I have talked with some of the better informed people on the subject who for good reason say to me, "We haven't put it in the right form yet. We haven't worked out the mechanics of it." They feel it should be worked out properly before they hand out the story and say, 'Take it or leave it.' I think you can trust the group and let's see what they produce. It looks very good to me.

Before I finish, I want to tell you about the grocery store situation. They have started in selling drugs from one end of the country to the other. I don't know whether you have it much in this section of the country. Now the National Association of Retail Druggists did nothing, or practically nothing about it. I don't think it is something you can do a great deal about in your state. The National Association took the position that it was a problem for the National Association to attempt to solve. So we went out and enlisted the aid of two men who went out on the war path on the publicity side of it. They went to New York and saw the manufacturers there, and out of it grew all this. We took the position that the grocery man had no interest in the sale of patent medicines except as it gave him a profit. If that was the case, it was a question of public health. Bill Jones might have a simple headache which an aspirin would help, but Bill Smith might come in and take it because Jones had taken one and it helped him. But Bill Smith might have a tumor of the brain or a cancer of the stomach. The druggist would be better trained to recognize the symptoms. He might send him to a Doctor and then there was a chance of his getting the prescription back to be filled. When the grocery man let him go out, he had an absolute total loss all the way down the line. We discussed that angle of it. For a long time the American Medical Association have wanted to put the formula on the bottle, but that is the last thing that the patent man wants. That gave us our cue. We talked with them. We said, 'If you are going to run the risk of lay diagnosis, why shouldn't you put the formula on the bottle?' So there is a Bill backed by the A.M.A. and it is pretty good argument.

Suppose these patent medicine people who are the principal grocery store manufacturers—they started in the drug store but the volume attracted them away. These manufacturers say, 'We don't want to qualify under the Drug Institute.' So we go to Washington. No retailer is interested in his product; the A.M.A. is against him; so the only man is the grocer to put on the witness stand in Washington. That is one thing that is going to help us a great deal.

Let us see what we did. We appointed a committee of wholesalers, mutuals, associated chains, affiliated, and the N.A.R.D. That represents one hundred per cent of distribution in drug stores. We went to the manufacturer and they have now appointed their committee. So they will all meet together in New York in July to go into the question of public health and fair business policies which means limiting the sale of their drug products to drug stores.

That is the way we are approaching the subject. We believe the Drug Institute is going to be so busy in the major things to be done, that this grocery store situation would be overlooked in the meantime. Mr. May's magazine has had some fifteen thousand replies to a questionnaire on this subject and I think I have received about five thousand. So you see there is a demand from druggists who want something done about the grocery store situation and I think we are on the way to doing something about it.



Now there is a subject I think I should tell you something about here and that is your National Association of Retail Druggists. There never was a time when you needed an association as you need it today. That is your voice in the drug industry. There never was a time when we needed a bigger membership to make strong the voice of the retailer. I want to urge you to join your local association. The benefit to the retailer is going to come, in my opinion, in the next two years, out of and through a strong state association and a strong national association. Everybody is organized but us. They are numerically strong enough to be heard. There never was a time that we could accomplish so much. We have got all the law we ever asked for, and more than we ever asked for. Collectively, we can do wonders, but it must be collectively.

Now, your National Association was supposed to be in wonderfully fine condition. I have no personal animus toward the secretary, but when I came in there as President, I found there a condition that my duty under the constitution and by-laws directed me to investigate. I appointed an auditor, Price, Waterhouse and Company, a nationally known concern. They found the association was in very bad condition, so we did what we could. The Secretary refused to print the audit. It was necessary to force the audit to be printed. I took the position that the information belonged to the members. They should have it to study and pass on at the convention. Lots of men wrote me that we ought not to say anything about it. I answered that I didn't think the passing out of the audit at the time of the convention would be sufficiently informative for the membership to pass on, and that was my reason for having it published. I think that was the proper thing to do."

In 1934, the balance in the treasury was \$316.72; one hundred ten members who had joined since 1931 had failed to renew their membership; one city in the State owed \$725.00 in back dues; \$435.00 in another; \$365.00 in another. Secretary Garvin said in his report "In bringing this to your attention, I do not wish to antagonize anyone, but I feel you should all know how we stand. I realize that there are many reasons why men cannot pay their dues, but there has now come a time, men, when we are in the single 'red' deeper than we have ever been. If I am talking to anyone here who can afford to liquidate his indebtedness to our Association, I think the members who have paid would greatly appreciate it, and so would Garvin!"

Because of the intense interest in our College of Pharmacy, the address of Dean Henry Stoddard Johnson will be of interest here:

"I feel that the College of Pharmacy is really part of the Connecticut Pharmaceutical Association and, therefore, something should be said at the annual meeting in regard to the College of Pharmacy. All of the trustees of the College are members of the State Association. It is a child of the State Association.

First, I want to thank the Association for the prize they give each year to a student showing outstanding promise. I want to thank the Veterans' Association for the prize they give. These prizes are greatly appreciated by those who receive them.

There is one thing in connection with the College that I feel it necessary to speak about, and that is, that we are not training enough pharmacists. That sounds like a very odd thing, perhaps, and I have been laughed at before for saying that, but it is becoming more and more obvious.



I meet people and they will say, "What are you going to do with all the pharmacists you are training? You are training too many." They do not seem to realize that higher standards are likely to discourage people from going into a profession instead of encouraging them. Therefore, since the College has been in operation, there have been fewer people going into pharmacy than ever before. When the College was first started, there were perhaps 800 stores in the state, approximately the same number as there are now. There was, perhaps, in those stores and perhaps in every other store someone training to go into the profession of pharmacy, there were perhaps 400 people training to go in. Last year, there were less than 100. In the next four years, there will be less than 40 students graduated from the College of Pharmacy.

That is a very serious situation. The result of that is shown by the fact that this spring people called us up and asked us for men. We haven't been able to find them to go into the stores. It seems surprising.

I was talking to a man who has a very fine store in New Haven. He put an advertisement in the New Haven Register. He wanted an assistant pharmacist. He put it in for three days. He had three people reply. This is going to be a fine thing for the clerks that want more money, but it isn't going to be a pleasant situation for you who are going to have to pay them more unless we have an adequate supply.

The number of people going into pharmacy is directly proportional to the interest that the pharmacists take in encouraging them to do so. The trustees of the College of Pharmacy, in order to encourage more men to go into pharmacy, have offered, this next year, four scholarships covering the tuition of the first year. Those scholarships are available for all graduates of high schools in the State of Connecticut. They are to be awarded on the basis of merit, the basis of their high school record and promise in the profession. The applications for those will not close until August 1. If you know of anyone that has graduated from a high school in this state and who is interested in studying pharmacy, I hope you will ask them to write to the Dean, or the Registrar of the College of Pharmacy asking for an application. We particularly want these scholarships to go to men who could not otherwise take up the study of pharmacy.

The cooperation of the druggists of the state is most necessary for the success of the College. The members of the Connecticut Pharmaceutical Association have shown that cooperation, and I wish that all of the pharmacists of the state had shown as fine a cooperation as the members of the State Association have.

I do not think there is anything further I want to say in regard to this matter, but I do think that it is very serious. It is something that you should take to heart. I hope, if you have the opportunity, you will point out to those that come into your store to inquire about the possibilities in pharmacy the fact that there is going to be, and that we are already feeling somewhat of a scarcity, as far as pharmacists are concerned.

It takes four years now before they will be able to become pharmacists. If the situation is noticed now, we cannot do anything about it for four years.

Some of you people say—and I hear this all the time—'Well, why should a person spend four years in pharmacy?' This really isn't an answer to that, but we can also say, why should a person spend six or eight years



in dentistry and medicine? The return isn't proportionately greater. Under present conditions it is hard to see why that much more time should be spent. It is a requirement all over the United States. There are only a few schools, like those of New York State, which do not require a minimum four-year course in pharmacy at the present time.

In Connecticut, the Commissioners of Pharmacy have acted wisely in putting Connecticut on as high a standard as any state in the United States and then demanding it. It takes a long time to train a pharmacist. Unless something is done immediately to encourage promising young men and women to go into it, there is going to be a serious situation regarding clerks and pharmacists."

Dean Johnson also stated that representatives from the college had visited several high schools on College Career day in order to discuss Pharmacy as a profession with seniors.

That same year, we had as our afternoon speaker Mr. Willard B. Rogers of the Hotel Bond. His address is also included here:

"Mr. President, My Illustrious Fellow Townsmen, Dr. Dolan, Other Distinguished Guests, Members of the Connecticut Pharmaceutical Association: I know I feel very much at home up here, because over a period of years I served on the Board of Police Commissioners with Ed Murphy and Dr. Dolan in the Town of Manchester. When it comes to being Police Commissioners, we are 'ex'es.

However, you may be interested in knowing that I rather had the drop on them because neither of them drink and when we sent the men out and knocked off a load of liquor, as we did occasionally, it fell to me to pass upon the quality of the liquor. I did that, according to them, very successfully and then always sent the poor stuff to the local hospital.

I have served in many other capacities with both of these gentlemen and have enjoyed knowing them over a long period of years. Naturally, I was particularly pleased, upon arriving here a few moments ago, to learn from President Murphy that you had voted to return to the Hotel Bond for the mid-winter meeting. I want to reiterate my invitation in writing to you and to assure you that the hotel will be yours while you are there.

As your President said in the lobby of the hotel the other day, the question of the objective of the Protective Legislative League of Connecticut, of which I am President, came up. The idea was suggested that probably one of our objectives would be, to some extent, to curtail the privilege enjoyed by the pharmacists of the state. I wrote to Mr. Murphy about this and also accepted his invitation to come here and say a word to you about it.

The name of the organization is very, very accurate and was advisedly chosen. It is the Protective Legislative League for those organizations now in it, and might be for others that want to come into it. We are attempting to protect the hotel interests of the state from the most damnable piece of discriminatory legislation that has been enacted in any state.

We, of the hotel interests, do not particularly care about the situation in Connecticut. What concerns us most is the situation in Rhode Island, Massachusetts and New York State, because what little business we did have in the way of legitimate room or eating business, is now going over these three state lines. We do want the privilege of serving liquor in the hotel,



because we know, and any sane man knows, that that is the only way in which we, of the hotel business, can control it.

For example, after a recent dinner in the Hotel Bond ballroom, we took out of that room 412 empty flasks. Not a drop of that was sold by us. As a matter of fact, not a drop of it was sold by you, unless you sold it during the day. Even then, that was before your decision was handed down. I do not believe you sold that at all, because most of it was in pints. They tell me you can carry it easier that way.

At any rate, I want you to know that bootleggers are flourishing in Hartford today just as much as they did before the advent of repeal. How do we know? We know from the people who are delivering the liquor to the hotel, so that what we are asking for the hotels is the right to serve liquor as do our competitive hotels in Rhode Island, Massachusetts, and New York, in all three of which states they have already cut the price of rooms. We cannot begin to meet it because we haven't the income and the profit that accrues from the sale of liquor.

Now, in so far as some of the other objectives are concerned, first, it might interest you to know that the Milk Organization with which we have affiliated for the purpose of getting numerical and, therefore, legislative strength, as a matter of fact is asking for no change in the present milk law. They are asking that they be consulted if additional milk legislation is passed, and in the name of common sense, why shouldn't they be consulted?

Now, as far as the Restaurant Association is concerned, as a matter of fact, the officers of the Restaurant Association who are officers and directors in the Protective Legislative League, do not want the right to sell liquor in their restaurants, but neither do they want places to spring up every fifty feet, in every city, under the guise of restaurants when they are primarily nothing more or less than saloons, and that, too, is perfectly sound, it seems to me, legislation on their part.

Now, we had the package store in the old days. The package store in the old days was not the same as it is now in the retail liquor store. It was largely, as you will remember, a wholesale liquor store. There was, it is true, some liquor sold there. We are, if a definite statement is wanted from me as spokesman for this group, unalterably opposed to the sale of liquor in hat stores, dry goods stores, department stores, and grocery stores.

If the wealthy chain stores want to battle on this particular issue, we are ready to go to the man with them, either numerically or financially. (Applause)

What I said the other day — and the papers limited my request for a debate to the Governor — wasn't confined to the Governor at all. I invited anybody who differs with me on the liquor question in Connecticut to debate with me in public. I am not espousing the cause of any political candidate or party. We three as Police Commissioners need offer not an apology as regards our record in this matter, for we come from the cleanest town in the State of Connecticut, according to Hugh M. Alcorn, who is reputed to be a pretty good judge. We know about how to keep a town clean as Police Commissioners, and in every other way. I do not accept a back seat from any of these high-minded people when they attempt to tell us how liquor and its sale should be regulated. I know a lot more about it than they do, as a Police Commissioner, and a hell of a lot more about it than they do as one who loves it. (Applause)



The only difference between them and me is that I am truthful about it. I do not do my drinking behind curtains or behind closed doors.

Now, we are opposed, then, to any kind of continuity of the present atrocious liquor control act. I do not believe that we want boys and girls — and you men in the business of selling cigars and cigarettes know that it was never possible to enforce the law which limits the sale of cigarettes below a certain age because certain people were always selling cigarettes, under the pretense of having them delivered to parents, to boys and girls of all ages. We have arrested and prosecuted store keepers in our town where we knew it was a flagrant violation, and that those boys and girls were smoking them.

You know of violations all over the state. You never can regulate and control the liquor business when it is sold in a grocery store, or a department store, or a hat store that is legitimately, according to the law, open until midnight, and expect someone to say, 'Yes, you can keep your store open until midnight, or all night if you want,' and as some of them do, 'but you must close the liquor cabinet after a certain hour.' It cannot be done.

There isn't a sane man or woman in this room who thinks that that can be done.

We are to take it out of the department and grocery stores and out of the haberdashery stores and out of the ice cream parlors. If they want to go into the liquor business, let them go into the liquor business.

Now, as far as your group is concerned (and I make this statement under authority from our Board of Directors, because I very quickly submitted the matter to them when President Murphy raised the question of whether or not we were going to be antagonistic to your interests) I want you to know that our group wants to tamper in no way whatever with liquor, or any other legislation affecting the pharmacists of the State of Connecticut. (Applause)

I do not care if you sell the stuff on Sunday, because I still believe it has some medicinal value, especially in view of the fact that my wonderful mother was sick, and she is away past seventy. She has been more opposed to liquor than probably any human could be, and yet has me for a son, and I am thankful to be able to say that she is recovering from what seemed was going to be a fatal illness, and the first thing she was told to do was to take a little nip of this and a little nip of that. To her, that was like taking Caster Oil to me would be, but I still recognize that the drug store is the place to dispense medicines, and I still have enough faith in the pharmacists of the State of Connecticut to permit them to sell and to handle this stuff as they see fit.

You could not legislate the thing, anyway, if you wanted to. What is the use? Maybe some very accommodating druggists in this room from the different cities remember having seen me in the old days. I used to be able to get a prescription almost any time that I wanted to. Then I would drop in to see you. Sometimes I didn't have the prescription with me, but I promised it, and it was all right anyhow.

Now, it seems to me that states, very clearly, our position. You may rest assured that any lobby we may maintain—and I guess we will have to maintain a lobby, because I have played ring-around-the-rosie in the last session of the Legislature about all I am going to.

There are some of you here who will recall that I studied legislative activities as a member of the Senate about twenty years ago. I never treated anybody with disrespect the way I was treated when I went there to represent a legitimate industry in the state and, if you please, represent one corporation which employs me which in the City of Hartford alone pays taxes of \$70,000. I was just an errand boy from the Governor's office to the Senate and from the Senate to the House and back to the Governor's office and got nowhere. If you fellows had not had a darned clever lawyer, you wouldn't have gotten anywhere either. And what's more, they didn't know until they woke up the next day what you did have, and then they didn't know until the Court told them what you did have. What difference did it make to them how long they carried on appeals. The state has to pay the bill on their side.

That brings me to this one other point: Don't you men for one moment think that we business interests have organized merely to discuss liquor legislation; not at all! We have put definitely in our constitution, and we meant it, that we are going to discuss public taxes in this state. Don't you forget that when we are over there on the liquor question we are going to pay an awful lot of attention to public expenditures. (Applause)

Whether we get it through running hotels, or through selling drugs, or in any other way, even a sales tax, it doesn't make any difference where it comes from, men, I will tell you that this orgy of public spending and waste has to stop! (Applause) That goes whether the depression ends tomorrow or not.

I am amazed as I look around and see the men who formerly got along beautifully riding in Fords or Chevrolet cars, when they paid the bill, now rolling around in Cadillacs and LaSalles and Lincolns. I worked for my Cadillac and by God I want these public officials, if they are going to ride in them at the public expense, to go out and work for theirs too.

Now, there isn't a politician in the State of Connecticut, on either side, that dares ask me today to go on the public platform to discuss the public administration. My good Democratic friends cannot take issue with me on that, because I am including both sides. One side is playing against the other.

That is the reason that I said to these interests when I organized them, 'I am not interested in liquor alone.' When I went into the hotel business, I never had any intention of selling a drop of liquor. I had intentions of occasionally drinking a little, but I did not intend to be in the liquor business. Maybe I won't be in it now. I sell a little wine and beer occasionally, but if the other hotels are going to sell it, we want to sell it too.

I told them that I would not waste my time developing an organization in which we now have something like 20,000 members, unless they would stand by me in a demand for an economic administration by whichever party gets in.

I received a request today, and I have it in my pocket, for an assessment against my property to help organize in the City of New Haven, a Research and Municipal Study Bureau to take up the question of public taxation there. I would like to donate money to organize a similar group in the state.

I will admit the truth that the Governor wanted the study made. I do not know if he had it fixed so that they could not make it, or what, but you know the way they do, 'You scratch my back and I'll scratch yours.'



I am saying to you, that it behooves you and me, not only as pharmacists, not only as men interested in one particular business, but as men who, I believe, are vitally interested in the state, to make it perfectly clear that your organization is going to watch a lot more than just liquor legislation. If they realize that your group, and my group, and the Grange, and a few other groups, are up there watching public expenditures and scrutinizing them, you can rest assured, men, some of these birds will be able to get there in a Ford or Chevrolet, or some other low-priced car. They will be able to retire. Pension them off, if you want to, but get rid of two or three thousand that we are now carrying on the payroll as unquestionable excess baggage on the backs of the taxpayers of the State of Connecticut."

President's recommendations that year—Edward J. Murphy being President, were as follows:

First: The adoption of a permanent method or plan of legislative fund collect.

Second: The promotion of the ideals of acquainting the physicians of the various cities and towns with the fine products available in our pharmacies as against the "Detailed Product."

Third: The enactment into resolution and active opposition against any or all "Sales Tax" legislation.

Fourth: The associating of our abilities and strength of numbers in a protest with the dairy interests against the invasion of ice cream vendors whose harm is outlined in this address.

Fifth: The sending of two delegates to the N.A.R.D. Convention to sustain that body in its work of protecting and advancing such of our interests and future as may be endangered by legislation enacted under the ramifications of "Drug Codes."

Sixth: The elimination or adjustment to a more equitable basis of the delivery charges on magazines and periodicals now in effect.

Seventh: The agreement to cleanse our industry of those whom under the guise of Pharmacies are conducting their places of business more as a liquor outlet than a Pharmacy.

Eighth: That all local and County Associations police their respective areas in some acceptable manner with the thought in mind of improving the interior conditions of some of our Pharmacies.

Ninth: A more active interest in "National Pharmacy Week," with a committee actively working to promote such displays as would center interest upon the advance of our industry over its years of service.

Tenth: The appointing of a committee to promote the idea of grouping the states associations of New England with New York and New Jersey into an Atlantic Seaboard Association, then allowing this area, which contains more than sixty per cent of all the drug outlets in the country to strive for national legislation and regulation which will tend to advance rather than retard our industry.

Eleventh: That we tender to Drug Topics, now one year old, our congratulations and appreciation for its efforts to better all that is germane in our industry.

Twelfth: That study be given to the plan of opening the mid-year

(winter) convention at 10 A. M. instead of 2 P. M.—thus allowing a better opportunity to dispose of our program.

During the second session of this meeting, President Murphy called upon Alice-Esther Garvin to deliver the report of the committee appointed to discuss the President's resolutions. It was as follows:

"On one or two other occasions I have been selected to serve on the Resolutions Committee of associations not necessarily associated with pharmacy, and I suppose you gentlemen are better acquainted than I with the *modus operandi* of the President's report. There are eight or nine selected in these various groups. They go into a Parlor A, Drawing Room B, and the President and Chairman of the Committee will say, 'Boys, what will you have?' 'I will have a couple of rye highballs.' After a couple of them, and after still a couple of other rye highballs the Committee is thrown into the discard. The report goes with it and so do the resolutions.

Sometimes we think we ought to get a little poem about this or that person, in this case, the President. So, I am going to give you one that is not applicable in this case, but I am going to give it anyway:

About most Presidents and Associations  
Not affiliated with pharmacy  
We may say they led a pure life here below.  
Death held for them no terrors,  
And now they've gone where lilies blow,  
No hits, no runs, no errors.

But, certainly, with the President that we have just listened to, and the one who has served us so faithfully, I am going to quote the Bible, inaccurately because, of course, my father is the technician on Bible history in the Garvin family. I am going to say about President Murphy, we might well insert in the record those famous words, 'Well done, thou good and faithful servant; because thou has been faithful over a few things, I shall place thee over many things.'

It is true that he is about to leave us in the capacity of administrative officer, but you know much better than I how many things there are going to be for him to do. He may step down from the Chair occupied by a President, but certainly he will find himself the Chairman of almost as many committees as Hugh Beirne.

Yesterday, the Resolutions Committee met, very tired, very thirsty, and extremely hungry. I was the hungry one. They went over the President's report. Of course, having George Blackall as the Chairman, there was none of this, 'What will you have, boys?' to start with. We discussed, for nearly an hour, possibly longer, the report that President Murphy had made.

I do not know how long it took President Murphy to prepare this. It might have taken a month, or a week, or he might, as he so modestly indicated, have entered his study at eleven o'clock and written until two-thirty. It is a report that will do anyone credit, regardless of what that man's capacity in life may be. I read it yesterday and I told you I was very happy and very proud of being chosen. Even if I had read it in a monotone, or in a foreign language, the report could have stood on its own merit.

Any number of people have said to me, and I know you have been talking among yourselves about this report, how complete it was, and the fact that it isn't necessary for anyone to come to the convention to know



what it says, nor to be a member of this Association in order to know what has been accomplished. I do not think President Murphy left anything undone.

It is true,—and I know he won't mind my saying this—that he has had the support of every single one of you, the ones here now and the ones who have found it necessary to leave. He has spoken about cooperation and I am pretty close to a man who also requires cooperation, and they have worked together and praised all of you very highly. He indicated that in his report any number of times. I hope you have copies of it, and I hope that you keep them, because all of you will be officers some day.

Of course, all of you are not Irish, but in the Irish Republic Army, everybody wants to be a general, but there are so many of you to keep us Irish in the ranks of the privates and the sergeants. Yet, when you get to be officers, you may well follow the outline of this report.

We went over the resolutions, one by one, checking them very carefully. With the permission of the President, I should like to ask the Chairman to give a detailed and much better report than this one. Thank you, very much."

The year 1934 marked the passing of Secretary Patrick J. Garvin who had served the Association as Treasurer for 25 years. It marked also the year that his daughter, Alice-Esther, was selected to succeed him.

In 1935, once more we find the members' interests in practical pharmacy; we find also, that death has been taking its toll among our members. For example, Commissioner Beirne had this to say about the death of his friend, P. J. Garvin:

"Mr. President, that platform that you adorn this morning has not its old time appearance. It is the first time we men have appeared at a morning session of this Association for longer than I can remember, and longer than most of the rest of the men can remember, that that smiling countenance was not up there directing the affairs of this Association.

In the past two years, this Association has lost men of the caliber of Harvey Bissell, John Ebbs, Joe Hartigan, and then on last Thanksgiving Day we lost P. J. Garvin.

Having been the last one with Mr. Garvin alive, and the first one to find him dead, I assure you that I welcome the opportunity this morning to stand here and eulogize him.

I owe P. J. Garvin a lot. I never called on him for anything and was refused, and likewise, anything that I ever could do for that man, I most willingly did. I do hope and trust that in the Great Beyond this morning, he is looking down upon this gathering, which I believe is the largest morning gathering that this organization has ever had in my memory; to him, I know, that would be most pleasing.

I know that P. J. Garvin slept the welfare, he dreamed the welfare, and he consistently talked the welfare of the men of this State in his chosen calling, and I feel that in his loss, this Association has suffered a loss that cannot be repaired.

We had all hoped that he could continue with us for many years to come. And as I stand here talking, there is one thing that comes to my mind:

On the twenty-ninth day of November, last Thanksgiving, I had a date with P. J. to come to my house the next morning. We were to drive to the State Capitol on a matter that concerned him very intensely. In fact, I knew it was a matter that disturbed him. I made the date for him to be at my house at eight-thirty.

He went home to meet his sister, who was to stay with him for two or three days while his daughter was in New York, and as he left my store I said, 'Don't forget, P. J., half past eight in the morning.' With that characteristic gesture that you recall, with a wave of the hand, he said, 'I'll be there.' Gentlemen, I hope he is here with us this morning."

President William Coughlin's speech, delivered at our 59th annual convention at the Hotel Griswold, New London, Connecticut, is of such great importance to our progress during those 59 years that it is included in full:

"Ladies and Gentlemen of the Connecticut Pharmaceutical Association:

Not being versed in the art of addressing a large gathering of this kind, I sought the advice of a noted authority (Attorney Hugh P. Beirne) as to how I should go about it.

He told me to stand up before you with all the confidence, all the assurance, all the self-possession, all the self-reliance and all the impudence that I had at my command and stand on the balls of my feet and sway forward and back two or three times and think.

Now, ladies and gentlemen, I have followed out his orders but find myself in a quandary because I can't talk, so I will have to read you the President's Address.

Last year at this time, as you know, you elevated me to the honored office of President of the Connecticut Pharmaceutical Association.

You were told at that time by myself that we would have a better year (it may have sounded like self-glorification, but it was not intended so). You were also told that the knowledge gained by trial and practice of your Past President Edward J. Murphy and his officers would play a very important part in the making of such a year possible. It certainly has done so.

That, gentlemen, is ORGANIZATION.

You were also told about your committees being of such vital importance to your Association, and from your Association were picked the best men your officers knew of. They were not picked because of the clothes they wore, they were picked because they had the power to perform.

The results of the year prove they were competent, capable men,

That, gentlemen, is ORGANIZATION.

You will remember, gentlemen, that your retiring President of last year, Edward J. Murphy, made twelve recommendations.

First: The adoption of a permanent method or plan of legislative fund collection. Part of this plan is already taken care of.

You will hear more about it, later, at this meeting, and it is absolutely necessary for your Association that this plan go through. The diplomatic president of the Hartford Druggists Association, Mr. John L. Sehl, will speak on it.



Second: The promotion of the ideals of acquainting the physicians of the various cities and towns with the fine products available in our pharmacies as against the detailed product.

That, gentlemen, has already been started by a number of the different associations in one form or another; some used a circular form; some by personally talking to the physicians and dentists; others like the New Haven druggists went to the expense of buying and mailing to the doctors and dentists, booklets published by the National Association of Retail Druggists, containing formulas of the important U.S.P. and N.F. preparations, arranged for the convenience of physicians. That money, gentlemen, was taken out of their treasury. We recommend that this work be continued.

Third: The enactment into resolution and active opposition against any and all "sales tax" legislation. Thanks to our legislation committee and the friendly cooperation of our representatives at Hartford there is no sales tax that would be burdensome on the druggists of our state.

Fourth: The associating of our abilities and strength of numbers in a protest with the dairy interests against the invasion of ice cream vendors whose harm is outlined in this address.

The results of this recommendation you will get later from the chairman of your Legislative Committee, Hugh P. Beirne.

Fifth: The sending of two delegates to the N.A.R.D. Convention to sustain that great body in its work of protecting and advancing such of our interests and future as may be endangered by legislation enacted under the ramifications of "drug codes."

You all know the amount of work done by our retail drug code committee men—national, state and local. At the present time we know not where we are going concerning codes. But we feel positively sure that the benefits we derived were of great value.

Out of all this comes our Retail Drug Control Act passed by the House of Representatives, State of Connecticut, June 4th, 1935, and becomes operative July 1st, 1935.

More about this later from your legislative chairman, Hugh P. Beirne, who will tell you about the great men in our Legislature who so ably helped your Legislative Committee.

Sixth: The elimination or adjustment to a more equitable basis of the delivery charges on magazines and periodicals now in effect.

This is one recommendation we have not a complete report from, still in the works.

Seventh: The agreement to cleanse our industry of those whom under the guise of pharmacies are conducting their places of business more as a liquor outlet than a pharmacy.

This work will now be taken care of as it should be. As you all know a man who had devoted more time than any other individual to help his brother druggists in this state has been placed on salary sufficient to carry on his work.

He has neglected his home, his business, and his health and we of this Association think he is well deserving of what he will receive. Of course you know I refer to Hugh P. Beirne.

Eighth: That all local and county associations police their respective areas in some acceptable manner with the thought in mind of improving the interior conditions of some of our pharmacies.

(Policing of stores under new law.)

(How is it to be done?)

(Will it be taken care of by the inspector?)

When the Fair Trade law becomes effective every man will police his own territory.

Nine: A more active interest in National Pharmacy Week with a committee actively working to promote such displays as would center interest upon the advance of our industry over its years of service.

Tenth: The appointing of a committee to promote the idea of grouping the state associations of New England with New York and New Jersey into an Atlantic seaboard association. Thus allowing this area which contains more than sixty per cent of all the drug outlets of the country to strive for national legislation and regulation which will tend to advance rather than retard our industry.

Hugh P. Beirne and Edward J. Murphy were appointed a committee for this purpose and have attended several of the meetings of the New England Drug Council.

One of the great accomplishments so far was the passing of the Universal Narcotic Law of which these states are all members.

Eleventh: That we tender to Drug Topics, now one year old, our congratulations and appreciation for its efforts to better all that is germane in our industry.

Letter of congratulation and appreciation sent to Jerry McQuade.

Twelfth: That study be given to the plan of opening the Mid-Year (Winter) Convention at 10 A. M. instead of 2 P. M., thus allowing a better opportunity to dispose of our program.

—1935 Program opened today at 10 A.M.—

The officers of your Association invited Dr. Anton Hogstad, special assistant to the president of Merck & Co., to install a modern pharmacy display which he did at the Mid-Winter Convention in Hartford, January 30th, at the Hotel Bond. At that time we saw the most beautiful display, one which each and every druggist in the state would love to have as his own.

Dr. Hogstad, unfortunately, due to the pressing business of his own Association, did not have time to speak at length but read a telegram that the Apothecaries Hall of New Haven won first prize for the National Pharmacy Week window, an honor which, for the first time, was won by an eastern druggist.

Later at a meeting of the New Haven Druggists Association a beautiful cup, standing 3 ft. high, "called the Robert J. Ruth Trophy," was presented by Dr. Hogstad and George A. Rob as president of the Federal Wholesale Druggist Association to Mr. Irwin Dorman and Henry Hastings of Apothecaries Hall.

An invitation was extended to Dr. Hogstad to be present at this meeting but it cannot be so.



Dr. Anton Hogstad's letter to your Secretary, Miss Garvin:

June 10, 1935

My dear Miss Garvin:

I have been away from the office for several weeks on account of illness and upon my return I note your letter of June 1st. Together with a reply to same under the date of June 3rd.

I sincerely regret that it will be impossible for me to attend your Convention this year as it will be necessary for me to cancel all engagements for the next month or so.

It is somewhat difficult to take an easier course in life but I guess I will be forced to do so, if I wish to carry on the program that has engaged my attention for the past five years.

I shall be pleased to present the Connecticut plan to your Association at your Mid-Winter meeting if arrangements can be made for same at that time.

With kind personal regards, I am.

Sincerely yours,  
ANTON HOGSTAD, JR.

The secretary of the New Haven Druggists Association, William T. Cadwell and wife, Mrs. Coughlan and myself made a trip to New York about three weeks ago in search of rare drugs to use as window displays for the New Haven druggists.

We visited "Ye Olde Herb Shoppe" at 46 Dey Street in the Hudson Terminal Building. Its owner is Dr. Otto Raubenheimer. He is a pharmacist, chemist and herbalist and gentleman. Such a display of crude drugs from all over the world in barrels, bags, boxes and small envelopes.

If at any time you are so inclined, do visit this place. You will be well repaid for your time.

New Haven already has had four window displays of crude drugs.

To the officers and members of the C.P.A. I have the pleasure of reporting completion of our Past President's recommendations.

Liquors, wines and beers are now legal merchandise to be sold in the drug stores. May I say at this time, display these articles and sell all you can legally; not illegally. The punishment will be too severe.

Gentlemen: This being your President is not all work (thanks to the good Lord). We attended a testimonial dinner to William J. Dunphy at Hotel Elton in Waterbury in honor of his appointment to the Pharmacy Commission. Also a testimonial banquet to John L. Sehl as president of Hartford County Druggists Association.

Also a testimonial dinner in honor of Mr. Charles E. Finch of Stamford, who had just completed fifty years in the drug business. We who did not know Mr. Finch found a cheerful, smiling man with a great deal of humor and a twinkle in his eye. We thought Mr. Finch deserved all the credit and admiration of all druggists. We had a splendid dinner at The Piccadilly.

Now for a few of the highlights concerning the Connecticut Druggists' Bowling League, which was composed of Bridgeport, Hartford, Waterbury and New Haven teams. The real battle was for the beautiful cup donated by the McKesson-Robbins Co., which was won by the Waterbury team. At this time we want to thank all the different wholesale houses throughout

the state who in one way or another were instrumental in making our bowling league the success it was. I believe the bowling clubs have done as much to keep the pharmacists of our state together as anything they have yet ventured to do and it is hoped that next season more cities and towns will join this league for I know there is a lot of good material in other places.

I wish at this time to personally thank all concerned, for the beautiful cup your President received. This cup, ladies and gentlemen, was not a gold-lined cup, such as Waterbury won, but a great deal more serviceable, for winter use, as it is fur lined.

Early in the bowling season Middletown issued a challenge to the winning team. After the matches were over the New Haven team went to Middletown and had a very beautiful evening.

Apparently Middletown knows the good bowlers.

The New Haven Druggists Association held one of the most successful parties of the year on the 17th of March at Seven Gables. It was the largest party ever held, thanks to Edward Freeman, chairman, and Thomas Nugent, president.

These boys know what COOPERATION means.

Another of the social events of the year was "The Congress and Exposition," March 12th, at the Hotel Taft in New Haven. It was sponsored by the alumni association of the Connecticut College of Pharmacy. John Dugan and his capable committee are to be congratulated. This work as far as the public was concerned was marvelous and educational. Members of the C.P.A. from all over the state were present.

What are you going to do when the rent comes due? Brings up the question of what you are going to do with your past presidents?

### THANKSGIVING DAY

The day we offer up thanks. Our drug world was stunned. A day of gladness was immediately turned to sadness and sorrow. P. J. Garvin, for almost twenty years Secretary-Treasurer of the Connecticut Pharmaceutical Association, a member of the C.P.A. for thirty-four years, at the age of 66 that day had passed on. At the next meeting of the Executive Committee after the death of Dr. Garvin we were unanimous in asking his beloved daughter to accept the unexpired term which her father had held with honor and distinction over such a long period of years.

At a meeting of the New Haven Druggists Association this past winter it was voted to have a permanent memorial placed in the Connecticut College of Pharmacy. A committee of three were appointed and decided on a life size portrait which was unveiled by his daughter, Miss Alice-Esther Garvin, and the presentation made by his pal, Hugh P. Beirne. Dr. Curt P. Wimmer of Columbia University spoke of the true friendship that existed between himself and Dr. Garvin, and the love and respect the druggists all over the country had for Dr. Garvin. As in life: so in death, the hall was filled to overflowing by the friends who thought so much of P. J. from all over the state.

The committee in charge was William Coughlan, chairman, Louis Montanaro and Sidney Sommer.



Now, boys, there comes to my mind a little nursery rhyme, called Humpty Dumpty; you have all heard of it.

It is something more than the story of a poor egg.

You have an ASSOCIATION. You have an ORGANIZATION.

You have a capable set of officers.

You have everything that can possibly work for you. Now, gentlemen, it rests with you, whether you keep your organization properly oiled and support your Association or whether you become a poor egg.

Every time, gentlemen, I think of the hours that Garvin, Beirne, Murphy, Blanc, Sehl, Blackall, Dunphy and Meyer and a dozen more men, put on this work, it is no wonder the Connecticut Pharmaceutical Association would have such a reputation. You get a reputation by having two wonderful traits: integrity and honesty. A reputation is a regard and also a responsibility. It is something to treasure highly. Responsibility as a rule rests on the shoulders of a few men in your organization and without your help, and your help, and your help. Such responsibility cannot be carried long. It is the duty of each and every man in this organization to assume some of this responsibility in some form or other. Many men are not fitted to do certain work but can help to pay a very small part of the expenses.

William H. Meyer of Hartford, gentlemen (don't ever forget that name). If you ever want anything done well keep Bill Meyer in your mind; no flag raising, or noise making from him, but he gets the results.

Every organization must have a leader. We have one in our organization. Every one that has ability can count on his assistance. He is at the present time instructing in several parts of this state a number of our members so that no part of our machinery can by any cause stay broken very long, but the man or woman must show a willingness for the work to be done. Time is too valuable to waste on the one who will not be ready at all times to answer an emergency call.

You men in the ranks that just play a passive part in the organization of which you are a member can't ever know the joys, the pains, the heights, the depths, the doubts, the anxious hours these officers put in while fighting your battles, while you are enjoying the movies, the theatre, the shore, the mountains.

You will never appreciate the hours they put in sweating blood for your cause, neither will you ever appreciate the money cost.

I would like to make one recommendation and that is that you consider your organization in the same class as your cash register for without your organization your cash register will not ring. You will also notice at this meeting that your past president, present president and future president are all at this table. As there are so many things to think about and all are so important I would suggest at future meetings this procedure be followed.

At this time I wish to thank each and every one of you for the fine cooperation that you afforded me in the past year. Especially the Executive and Legislative Committees for their fine work and support that they gave by attending the meetings that we called during my term in office and by your attendance here today as in the past you have inspired me to

carry on the work of your Association and I hope I have carried out the pledge. That is, that more would be accomplished this year than any year in the past, and not forgetting the valuable assistance rendered by the "traveling men."

I have enjoyed being your president and am positively sure that your incoming President will receive the same loyal support you have most generously given to me, and at the expiration of his term he will again say as I do that "Connecticut has the best, the strongest, and most powerful Association in this glorious country, due to one thing, COOPERATION in our organization."

That year the President's badge cost \$28.70. One hundred fifteen members owed \$5.00, 125 members owed \$10.00, 104 members owed \$15.00. The joint report of the Garvins as reported by Alice-Esther Garvin, acting treasurer, showed a balance of \$1027.84.

At the third session of summer 1935 convention, Commissioner Hugh Beirne introduced to all of us a man so well known to us now, that his name is actually a by-word in every store. When Hugh Beirne rose to speak he said as follows:

"Gentlemen, a week ago last Monday night, at a very well attended meeting of the New Haven Druggists' Association—I might state that 120 attended at which time I made more or less of a skeleton report in order not to make the same report here again. The Lord knows it takes a lot out of a man to make one of these reports. Those men wanted to show their appreciation towards me for the time and the effort I had spent.

That night, Felix Blanc was in New Haven, and I insisted that he come down to the meeting, and he got home to Unionville around two or three o'clock in the morning. He came to the meeting, and a motion was made that the New Haven Druggists were going to and wanted to do something for me.

You all know, gentlemen, about the Salary Bill. I have had a pretty good reward, and nobody knows it better than I do. So the thought struck me when the motion was made, and before the motion could be put, that there was some possibility and some likelihood that in their anxiety to shower me and to show me what they thought, that in the shuffle there might be lost the name of the man who cannot and should not be lost sight of ever by the druggists of the State of Connecticut.

Felix Blanc sat there, and I took the floor and I asked them to withdraw the motion. I told them that it would be most pleasing to me if, instead of doing anything for me, they would only take into consideration the almost superhuman work that Felix Blanc did with me in Hartford. I may tell you, gentlemen, that I am only partly responsible for the results that were obtained. Without Felix Blanc I could not have functioned. Felix Blanc was on the job from eight or eight-thirty in the morning, many nights until two or three o'clock. I don't mean they were in session that long, but he represented you and me during all of those hours.

There was not a man better equipped in the whole Capitol building, or who knew his way around any better than Felix Blanc. You did not know all that was going on; you were in your stores. And because of that ignorance which you necessarily must have because of not being there, I did not want the work of Felix Blanc to be forgotten by the druggists of the State.



I therefore moved that the New Haven Druggists' Association do for Felix Blanc what the motion said was going to be done for me, and they agreed to do that. It is with great appreciation that I present my check to Felix Blanc in recognition of his work at Hartford in your behalf."

And Felix answered: "Hugh, and Friends: I really am a little bewildered because I was not tipped off to this in the way Bill Coughlan was. Had I been, I would probably have gone to my old school day pal, who is a real friend, and I think Alice-Esther would have written me a real speech. All that I can say is, thanks, and I mean it, Hugh."

When the new officers were presented to the Association, Commissioner Murphy was selected to induct the Secretary-Treasurer into office and said as follows:

"And now, ladies and gentlemen of the Convention, I am very happy to present this young lady to the consideration of this convention for her newly created position this time — and to say a few fine things concerning her efforts in this position.

Last November, when one of the finest members of this organization was taken from our midst so suddenly, I had a nice, long chat with Miss Garvin, as did many hundreds of others who came to console with her. We all thought so much of her fine father and what he did for this organization, that I suggested to her that inasmuch as he had been so suddenly taken away in the midst of a fiscal year of this organization, it would be a splendid gesture on our part if one who had been so closely affiliated with her father — and they were the closest of friends — would carry on his work for the remainder of the year, so that when the time for the submission of the annual report came, all the facts, figures and details of that paper would have carried on by someone interested in the person administering to that point.

Miss Garvin accepted that position. I had the fine pleasure, with John Sehl of Hartford, of calling at her home a few days ago and auditing the accounts of her father previous to submission for adoption by the convention.

We found, and the auditors approved in her home, the very finest type of report that I have ever seen submitted to this organization or any other; detailed to the last degree, and dovetailing and balancing to the last degree. A splendid effort by a splendid girl.

Through her own personal efforts and appeal, the organization has grown by some sixty members as was shown in her report. One cannot help but say that the re-election of such a person was a foregone conclusion.

So I congratulate this organization on its ability to attract and hold a person of this type. I think she will do much for it, and the fine spirit that her father put into all of his efforts will be very much revived again in this young lady here who has so successfully administered our affairs for nearly a year, and will continue to do it for the next year.

I do not congratulate Miss Garvin upon her election; I congratulate the organization so privileged in having a fine lady of this type serve. I present Miss Alice-Esther Garvin, the Secretary of this Association." (Prolonged applause)

And Commissioner Murphy acted as installing officer for newly elected Joseph A. Murphy, who accepted the gavel with the following words:

"Members of the C.P.A. and Friends: I wish to thank you for the great honor of being elected President of such an Association as this. I have had visions of this day that has come to me sooner than I expected.

I regret that Bill Cody cannot serve, due to his new position in which I wish him great success. In the past two years there has been a great deal of interest in local and county organizations. Gentlemen, that means a great deal to your State Association.

I am glad to see at this convention many faces that have not been here before, and many more should be here. We are doing their work, and they should be here helping us. I hope that in the coming year we will be able to interest a great many more of the druggists of the State to become members of the Connecticut Pharmaceutical Association.

I cannot pass into this office without mentioning my friend and your friend, the late P. J. Garvin. When I started in the druggist business, fortunately for me, P. J. Garvin was a resident of Middletown. It was through his help in tutoring me at that time that I was able to go to Hartford and face what I considered then to be the five demons of pharmacy in this State, and successfully pass the examinations.

A short while after that when P. J. was appointed inspector of drug stores, he had to acquire the art of driving an automobile, and I was the one that taught him that art. Then the N.A.R.D. convention was held in Boston, and I went along with him. It was during that trip that P. J. interested me in the C.P.A., and so therefore today it is P. J. Garvin that I have to thank for this honor. Thank you!"

In 1936, the Connecticut Pharmaceutical Association experimented with a two-day Convention at the Hotel Griswold. The first day was given over to a professional meeting, with papers on the same type of topics as were selected in the early days of the organization. For example, Mr. Francis Brown of the Mallincrodt Chemical Works talked on 'Ways and Means of Developing the Prescription Business'; Dr. Leon Lascoff took up from where Mr. Brown left off and discussed, with charts, some prescriptions which pharmacists have had difficulty in compounding. These include

Rx No. 3

Cinnabar	4.0
Sulfur Precipitate	4.0
Water, q.s. ad	120.0

The Prescription presented a very messy appearance when compounded as written. The Cinnabar stuck to the sides of the bottle and could not be shaken into a uniform mixture. It is not necessary to use Acacia or Tragacanth. In preparing this prescription, we rubbed up the Cinnabar with half an ounce of Glycerin and added to this the sulfur precipitated. Finally add the water forming a fine uniform homogeneous mixture without any messy separation.

Rx No. 8

Potassium Iodide	3 i
Salicylic Acid	3 ii
Sodium Bicarbonate	3 ii
Tincture Colchicum Seed	3 iii
Aromatic Elixir	
Syr. Sarsap. Comp., q.s. ad	oz iii



This prescription does not contain sufficient Sodium Bicarbonate to neutralize the Salicylic Acid. It is necessary to add another two drams of Sodium Bicarbonate to the Salicylic Acid adding the Aromatic Elixir. When the reaction has taken place, filter out the excess Sodium Bicarbonate and add the remainder of the ingredients. The solution, as you note, is clear, without any sediment or precipitation.

Rx No. 13

Phenol	1.0
Tincture of Iodine	1.0
Mucilage of Acacia	4.0
Alcohol	20.0

When compounded as written, a stringy precipitate results. This is probably due to the incompatibility of the Alcohol with the Acacia. Therefore, in order to dispense a presentable solution, we can leave out the troublesome Mucilage of Acacia and the result will be a clear solution.

Rx No. 16

Amytal	gr ix
Ephedrine	gr iv ss
Calc. Iodide	gr xxxvi
M. Ft capsules	No. xvii

When prepared as written, these capsules form a dark mass in the capsules and are unfit for dispensing. To prepare properly, use a warm mortar. Triturate the Calcium Iodide with thirty-six grains of Heavy Magnesium Oxide. Separately, triturate the Ephedrine with four and a half grains of sugar of mil. Mix all together. Lastly triturate the Amytal with nine grains of heavy magnesium oxide. Add this powder to the former mixture and triturate well. It is essential that no moisture enter, otherwise, the capsules will turn in color.

Rx No. 19

Elixir Iron Quinine and Strych. Phos.	90.0
Elixir Luminal	90.0

When the Elixir Iron Quinine and Strychnine Phosphate was added to the Elixir Luminal, the finished product had a nice red color. However, on standing this color turned to green and then to a light green. If the pharmacist were to use the Elixir Iron Quinine and Strychnine N.F. there would be no color change. This change in color may be due to the phosphate salts in the Elixir I. Q. & S. Phos.

Rx No. 25

Phenol	2.0
Zinc Oxide	
Talcum	
Boric Acid	aa 15.0
Glycerin	10.0
Water, q.s. ad	100.0

After standing a few days, the above prescription became caked on the bottom of the bottle. The addition of about twenty cc. of glycerin will serve to keep the powders in suspension so that they will not cake.

Then, Dr. C. Leonard O'Connell, Dean of the Pittsburgh College of Pharmacy whose topic was 'The Physician and the Pharmacist.' It is very possible that this speech by Dr. O'Connell may well have planted the seed which grew into our excellent joint conference committee.

The second day was given over to reports of various committees, a discussion of the use of insignia on pharmacists' automobiles, and the president's report. The recommendations were:

First: A continued interest in local association for all counties of our state, plus a visit by the state president to at least one meeting of each of the associations during the year to assist and promote interest in the C. P. A.

Second: After attending the National Association of Retail Druggists' Convention this past year at my own expense, the experience, help, and pleasure I derived therefrom cause me to suggest the sending of two delegates: one delegate to be the president-elect of the association.

Third: I suggest the incoming Legislative Committee their support in protecting the laws we now have, and the expending of their efforts to change the Liquor Law so that all alcoholic liquors will be taxed at the source, thereby eliminating the condition of onerous taxation which now exists.

Fourth: That the treasurer appoint a committee in each section of the state to assist him, and personally contact members in regards to dues of our association.

Fifth: Taking into consideration our activities in professional pharmacy, I offer a thought that as many as possible in our membership stress the professional phase of pharmacy and the sale of official USP and NF preparations.

In the afternoon there was a report of the Flood Relief Committee, Board of Pharmacy, and the election of officers. We include at this time a report of a State Pharmacy Commission given by Hugh P. Beirne:  
To His Excellency Wilbur L. Cross, Governor of Connecticut and to the  
Officers and Members.

Gentlemen:

We have the honor to transmit herewith the twenty-seventh annual report of the Board of Pharmacy for the year ending June 1st, 1936, conforming with the Act known as Chapter 160, Section 2821 of the Connecticut Statutes, to regulate the practice of Pharmacy in Connecticut.

Respectfully submitted,  
Hugh P. Beirne, Secretary

SUMMARY OF FINANCIAL REPORT

Receipts from June 1st, 1935 to December 1st, 1935 .....	\$ 5,876.50
Receipts from December 1st, 1935 to June 1st, 1936 .....	20,493.00
	<hr/>
	\$26,369.50
Expenditures from June 1st, 1935 to December 1st, 1935 ....	5,813.39
Expenditures from December 1st, 1935 to June 1st, 1935 .....	17,409.53
	<hr/>
	\$23,222.92
Balance on hand June 1st, 1936 .....	3,146.58
Retained by Law .....	1,500.00
	<hr/>
Paid to State Treasurer .....	1,646.58
	<hr/>
	<i>ninety-one</i>



## RECEIPTS

December 1st, 1935 to June 1st, 1936

December 1, 1935, Balance on Hand .....	\$ 63.11
1743 Applications for Registered Pharmacist Renewal @ \$2 .....	3,486.00
376 Applications for Assistant Pharmacist Renewal @ \$2.00 .....	752.00
18 Registered Pharmacist Applicants for Examination @ \$15 .....	270.00
28 Assistant Pharmacist Applicants for Examination @ \$10 .....	280.00
1 Reciprocity Exchange @ \$15.00 .....	15.00
27 Store Registration Transfers @ \$1.00 .....	27.00
9 New Store Registrations @ \$20.00 .....	180.00
12 Apprentice Cards @ \$.50 .....	6.00
10 Relief Work Cards @ \$1.00 .....	10.00
1 Replaced Pharmacist Certificate @ \$1.00 .....	1.00
1272 State Store Permits @ \$10.00 .....	12,700.00
367 State Store Permits @ \$3.00 .....	1,101.00
14 Registered Pharmacist Lapsed License @ \$3.00 .....	42.00
3 Reciprocity Exchanges out of Connecticut @ \$1.00 .....	3.00
	\$20,556.11
Balance on Hand December 1st, 1935 .....	63.11
	\$20,493.00

## OFFICE SYNOPSIS

From June 1st, 1935 to June 1st, 1936

October 24th, 1935

- 30 Assistant Applicants appeared for examination
- 14 passed
- 32 Registered Applicants appeared for examination
- 18 Passed

February 25, 1936

- 28 Assistant Applicants appeared for examination
- 18 Passed
- 18 Registered Applicants appeared for examination
- 12 passed

Total taking Registered Pharmacist Examination .....	40
Total taking Assistant Pharmacist Examination .....	58
Total passing Registered Pharmacist Examination .....	30
General Average — 76%	
Total passing Assistant Pharmacist Examination .....	32
General Average — 68%	
Number of persons cited before the Board for hearing .....	23
Store Registrations issued .....	793
Store Registrations transferred .....	76
Drug Stores inspected .....	620
Stores Closed, Voluntary Bankruptcy .....	7
Stores Closed, Involuntary Bankruptcy .....	12
Stores Closed Voluntarily .....	10
Total Stores Closed .....	29
Registration granted for New Drug Stores .....	14
Number of outstanding State Druggist Liquor Permits .....	683
Percent of all Stores holding Druggist Liquor Permits .....	86%
Total Registered Pharmacist license renewals for 1936-37 .....	1756
Total Assistant Pharmacist license renewals for 1936-37 .....	376
Delinquent Registered Pharmacists .....	290

Delinquent Assistant Pharmacists .....	58
Registered Pharmacists who do not renew .....	83
Registered Pharmacist license certificates replaced .....	3
Registered Pharmacist license revoked .....	1
Registered Pharmacist license suspended .....	2
State Store Permits issued .....	1821
Patent Medicine licenses refused .....	3
State Store Permits revoked .....	1
Illegal signs ordered removed from Patent Medicine Stores .....	27
Total number of complaints received on violation of the Retail Drug Control Act since July 1st, 1935 .....	308
Apprentice Licenses issued .....	28
Relief Work Cards issued .....	18
Reciprocity Granted .....	2
Reciprocity from Connecticut .....	8
No. of pieces of mail outgoing .....	26,831
No. of pieces of mail incoming .....	23,419

In the meantime, down through the years, not only were decisions arrived at during the annual June convention, but also at the mid-winter meetings, usually held in January or February. The Traveling Men's Auxiliary formulated in 1908 met with the pharmacists whenever a convention was held. Our executive committee, although not holding stated meetings, met from time to time to discuss the problems confronting the association between conventions.

In 1937, records show a two-day convention including besides the business sessions, memorial service and eulogies, addresses by Dean Henry S. Johnson; Mr. Charles Oakum of Becton, Dickinson who spoke on the various types of bandages and demonstrated their uses; Dr. A. B. Dayton, Assistant Dean at the Yale Medical School, who spoke on the relations between the pharmacist and the physician; an address by Dr. Charles Prohaska of the United States Red Cross; Dr. A. N. Creadick, who spoke about the baby department in a pharmacy; and Frank A. Delgado, who delivered the main address of the Convention, its title being "Common Sense and the Conduct of a Pharmacy." At this same time an honorary membership certificate was presented to Sister Anna M. DeSales of St. Raphael's Hospital in New Haven.

The influence of politics in pharmacy was shown by the fact that the speakers at the 1937 meeting included Governor Barrows of Maine, Representative Tonkonow, Representative Bannon, Commissioner Stremlau, Dr. C. John Satti (Secretary of State), and Mr. Charles Williamson.

The president's recommendations included:

1. The membership drive be continued this next year.
2. The incoming President shall appoint a committee of five members, including himself, to formulate a Fair Trade Practice set-up.
3. The retiring President shall serve the following year after retirement upon the Executive Committee. This custom has prevailed for several years and has worked to the advantage of that committee.
4. To limit State legislative activities in the next two years to a defensive program.
5. The incoming Executive Committee shall bend every effort to organize local associations in Litchfield, Windham, and New London Counties.



6. The local associations carry on the work of better relationship program between the physician and pharmacist.
7. The future officers of this association shall be selected from the past presidents of the local associations, present officers excepted.
8. We extend a vote of thanks to the Board of Pharmacy Commissioners for their one hundred percent cooperation on all association matters.
9. We extend a vote of appreciation to the pharmacist members of the General Assembly for their untiring efforts on our behalf.
10. We urge the Connecticut members of Congress to use every influence in securing an early presentation of the Tydings-Miller Bill in their respective bodies.

During this time six local organizations were also extremely active, their officers being as follows:

#### HARTFORD COUNTY DRUGGISTS' ASSOCIATION

Irving L. Kaufman, President; Sidney Curran, 1st Vice-President; W. Robert Sehl, 2nd Vice-President; George F. Blackall, Treasurer; Jack Malley, Secretary.

#### NEW HAVEN DRUGGISTS' ASSOCIATION

William T. Cadwell, President; Sidney Sommers, 1st Vice-President; E. A. Visel, 2nd Vice-President; Benjamin J. Weidner, Treasurer; Prescott Williams, Secretary.

#### WATERBURY DRUGGISTS' ASSOCIATION

Paul J. Kunkel, President; Joseph Bendler, Vice-President; I. Stoll, Treasurer; L. Bria, Financial Secretary; John P. Martin, Recording Sec'y.

#### BRIDGEPORT DRUGGISTS' ASSOCIATION

Ralph Gentile, President; John Martinas, 1st Vice-President; Michael Grott, Treasurer; Leslie Spaner, Secretary.

#### SOUTHWESTERN DRUGGISTS' ASSOCIATION OF CONNECTICUT

William J. Thorne, President; Maxwell Slavin, 1st Vice-President; Fred Collins, 2nd Vice-President; Victor Frank, Treasurer; Joseph W. Siladi, Secretary.

#### MIDDLESEX COUNTY DRUGGISTS' ASSOCIATION

Raymond T. McMullen, President; Roland H. Conklin, 1st Vice-President; Rubin Cohn, 2nd Vice-President; Vincent Gagliardi, 3rd Vice-President; Roy D. Hitchcock, Treasurer; Raymond Thatcher, Secretary.

Significant in 1938 is the presence of physicians at our meeting. Dr. Arthur Bliss Dayton of the State Medical Society and Dr. Barnett Greenhouse, specialist in diabetes control and metabolism (Grace Hospital, New Haven). Both delivered major addresses. The College of Pharmacy staff also played an important part with speeches by Dean Johnson, Professor A. A. Maier and Professor Nicholas Fenney. Dr. Johnson spoke on the first aid course newly added to the curriculum; Professor Maier demonstrated homogenization, and Professor Fenney demonstrated the making of isotonic preparations and enteric coatings for capsules.

As an example of the business conducted at executive committee meetings, the minutes read on June 16, 1938, by Chairman Frank Gross are as follows:



Paul Kunkel's farm in Wolcott was the scene of the first Executive Committee meeting, Tuesday, August 24. The auxiliary committees were also summoned, and President Dunphy called the meeting to order at 2:15 p.m. The members present voted that the request of the Hotel Griswold management for tentative dates of next June's Convention be tabled until the next Executive meeting; that the report of John J. Dugan, chairman of the Professional Section of the 1937 Convention be accepted as read, and turned over to the Executive Committee for further action; that the Connecticut Pharmaceutical Association cooperate with local and state departments of health in their campaign against venereal disease; that a \$2 contribution be solicited from each drug store in the state, to be used for the expenses of the Fair Trade Committee. William H. Meyer, secretary of the Fair Trade Committee, made a report, and urged pharmacists not to sign contracts until they are approved by his committee, as all notifications of satisfactory contracts are to be sent out by his office. N.A.R.D. Executive Committeeman Hugh P. Beirne read the California Price List for discussion. The meeting adjourned at 4:45 p. m.

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The second Executive Committee meeting was held at the Hof Brau, New Haven, October 25, being called to order at 2 p.m. by Chairman Frank Gross. There was 100% attendance. Business transactions included the selection of Tuesday, January 25, 1938, and the Hotel Bond, Hartford, for the mid-winter meeting; the appointment of John L. Sehl as general chairman and Dean Henry S. Johnson as professional section chairman; the choice of Rowland Jones, Jr., N.A.R.D. Washington representative, as chief speaker for the afternoon session; the appointment of George F. Blackall as chairman of a committee to investigate a Connecticut pharmacy exhibit at the N. Y. World's Fair; the decision to send out a letter from President Dunphy's office to every pharmacist in the state, urging him to contribute \$5 to the Association treasury to provide a reserve fund. It was voted that the Secretary write the letter and send copies to each member of the Committee for approval and necessary changes, if any. Mr. Sidney Curran of New Britain, guest of the Committee, was the next speaker; he outlined the difficulties in which he found himself due to the illness of a child from (so the parents, through their lawyer, stated) the taking of Mead-Johnson's Dextri-Maltose. After reviewing the entire case, with the laxity of Mead-Johnson in answering Mr. Curran's letters, the Committee voted that telegrams be sent by Hugh P. Beirne as secretary of the State Pharmacy Commission, and Miss Garvin as secretary of the Connecticut Pharmaceutical Association to the Mead-Johnson laboratories, giving the men one more opportunity to come to Mr. Curran's aid in the defense of Dextri-Maltose. \*\*\* July 12 and 13 were selected as the dates of the Annual Convention, with John H. James as general chairman, and the Hotel Griswold as the place. \*\*\* Mr. Beirne then talked on the necessity of signing and returning liquor contracts. \*\*\* President Dunphy announced the appointment of Samuel Schine, Bridgeport, as chairman of the Bowling League. \*\*\* The meeting adjourned at 4:40.

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Meeting at the Hotel Bond, Hartford, on Tuesday, December 7, Chairman Gross rapped for attention at 2:05, with the entire committee in attendance for the third meeting. Mr. Leavitt C. Parsons, publisher of *The Apothecary*, was the guest of the Committee, and his letter concerning the Association's indebtedness to him for publishing the official bulletin, *The Connecticut Capsule*, was read by President Dunphy. A motion was made by Mr. James and seconded by Mr. Landy that \$125 be paid to



Mr. Parsons, covering our bill to January 1, 1938; after that time, individuals must pay for their own subscriptions, either directly to *The Apothecary* or through their local groups. \*\*\* President Dunphy then read for Executive Committee approval the letter about to be sent out to every Connecticut pharmacist concerning the \$5 assessment; the letter was unanimously approved. \*\*\* John Sehl, general chairman of the Mid-Winter Convention, outlined his plans for that meeting, giving also the names of the speakers secured by Dean Johnson, in charge of the Professional Section. \*\*\* It was suggested that Association officers visit the December and January meetings of local organizations in order to discuss the Mid-Winter Meeting.

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The fourth meeting of the Executive Committee was called to order by President Dunphy at 11:45 a.m., February 8, 1938, at the Hotel Bond, Hartford. The purpose was to devise means to keep the Fair Trade Committee functioning and contributing to the financial progress of the Connecticut pharmacists, and the first speaker was William H. Meyer, executive secretary of the Fair Trade Committee, who read the financial report of the committee, giving a list of the manufacturers who had contributed. The Executive Committee voted that a letter be sent to each pharmacist in the State, urging him to pay \$1 per month or \$12 per year towards the support of the Fair Trade office in Hartford. \*\*\* The Executive Committee also authorized the borrowing of \$500 from the Association treasury to carry the Fair Trade office until the funds from the \$1 assessment were received; this \$500 was lent on President Dunphy's personal note, to be repaid as soon as the financial condition of the Fair Trade office would permit. \*\*\* Chas. D. Goodale, Torrington, and Margaret Milici, Waterbury, were accepted as members of the C.P.A. \*\*\* A motion was passed to take \$24 worth of advertising space in the *Distillate*, year book of the Connecticut College of Pharmacy, provided the Secretary wrote an original advertisement for this page. \*\*\* The meeting adjourned at 4:44 p.m.

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At 2:05 p.m. April 19th, the fifth meeting of the Executive Committee was called to order by Chairman Gross, the Hotel Bond, Hartford, being the place. Clark H. W. Newton of Waterbury was introduced to the group, and he talked at some length of his plan to produce medicaments which would be put out under the banner of the Connecticut Pharmaceutical Association or the registered pharmacists of the state. Mr. Sehl moved that a committee be appointed to consider this plan, and, after Mr. Bria's seconding, Chairman Gross appointed Mr. Sehl, Mr. Bria, and Mr. Nugent to consult with Mr. Newton. \*\*\* Commissioner Edward J. Murphy, a guest of the Committee, talked on the price of City Directories in various places, stressing the service rendered by the pharmacists of the community, and suggested that \$3 seems sufficient to pay for these books. Mr. Bria moved that a committee go to the Wilson H. Lee Co., Orange, and suggest that each druggist pay \$3 for his copy. Prescott Williams, Commissioner Murphy, and Joseph Murphy were appointed members of this committee, which would endeavor to show details of pharmacists' service and greater distribution. \*\*\* Sidney Curran of New Britain, also a guest of the Executive Committee, spoke about the cost of manufacturing ice cream and ice cream novelties, Mr. Curran having installed a counter freezer some time ago. Ice cream, according to Mr. Curran's figures, costs him 56 cents per gallon; novelties 28 cents per dozen, including the stick. President Dunphy's figures of costs at the ice cream factories were from 23½ cents to 25 cents per dozen for the novelties, including the stick, yet many phar-



macists must pay 42 1/2 or 45 cents per dozen. Mr. Nugent moved that a letter be sent to the sales manager, asking for a conference; this motion was seconded by Mr. Sehl. Similar letters were to be sent to other officials of the General Ice Cream Corp., and all druggists were to be notified of the results. \*\*\* It was then voted that the Secretary send a letter to Commissioner Anthony Sunderland of the State Police, stating that Good Humor and similar boys create a hazard on the highways. \*\*\* President Dunphy next reported on the organization of New London County pharmacists and the May 10 meeting of the Litchfield County group. The Secretary was instructed to write to the R.F.C. concerning loans to small business men; Mr. James urged that wholesale druggists be invited to join the Executive Committee at their next meeting. \*\*\* Much discussion followed President Dunphy's suggestion that the Connecticut Pharmaceutical Association employ a regular attorney as our lawyer whom we might consult whenever necessary. \*\*\* Mr. Sehl reported for the Fair Trade Committee, and stated that the \$500 loan from the C.P.A. treasury had been repaid. \*\*\* Mr. Bria moved that the Fair Trade Committee be permitted to draw upon the C.P.A. treasury whenever necessary, the loan not to exceed \$500. \*\*\* Mr. Blackall read a report of the financial status of the C.P.A., and Mr. James moved that Mr. Parsons be paid at once the balance of the \$125 voted him. \*\*\* The Committee voted \$300 as an advance payment to Mr. James for preliminary expenses of the June 15-16 Convention. \*\*\* The meeting adjourned at 4:45.

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The sixth meeting of the Executive Committee was called to order at 1:45 p.m., May 17, at the Hotel Bond, Hartford, with Chairman Gross presiding. All members of the committee were present, and the first business transacted was the acceptance for membership of Lewis Risner, Westport, and Irene M. Martin of St. Francis Hospital, Hartford. \*\*\* Mr. Busby and Mr. Dunbar, guests of the committee from the Traveling Men's Auxiliary, reported on a program for the Convention, which was accepted. \*\*\* President Dunphy asked for a meeting of all officers and Executive Committee members to meet with the T.M.A. and presidents of all local organizations at the Hof Brau, New Haven, Tuesday, May 24, to complete plans for the Convention. \*\*\* John J. Dugan reported on the professional section for the Convention; John James outlined his general plans for the June meeting. \*\*\* A group of wholesale druggists, including Messrs. Rosow, White, DeBaun, Mueller, and Judd took part in a round table discussion led by Mr. Hugh P. Beirne. Following this talk, the representatives agreed to meet soon, organize, consider the complaints and suggestions of the Executive Committee members and then report back to the committee. The meeting adjourned at 4:45 p.m.

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The seventh meeting of the Executive Committee was held in conjunction with that of all C.P.A. officers, presidents of the local groups, and representatives of the T.M.A. With the Hof Brau, New Haven, as the meeting place, the actual business of the evening began on May 24th at 9 p.m. President Dunphy called upon John James for his report on the progress of the Convention, and Mr. James, in turn, introduced John Dugan, who was able to give specific names and titles of papers to be read at the professional section; George Dunbar gave an excellent report of the advertisements secured by the T.M.A. men for the official program; John James stated exactly what he had accomplished, and what he hoped to complete before June 15. The meeting adjourned at 11:15 p.m.



Statistics this year included 587 active members; 27 life members; 8 associate members; 5 deaths; 13 honorary members. The treasurer's report audited by Paul Kunkel and Louis E. Bria showed a balance of \$2,881.53. President Dunphy's recommendations were eight:

1. That the membership drive be continued with renewed vigor, so that no registered pharmacist be outside the C.P.A.
  2. That the Legislative Committee concentrate on retaining the fine laws we now have, rather than seek the passage of new ones.
  3. Th officers of the C.P.A. meet with each local Association at least once during the year.
  4. The report of all delegates to National Conventions be submitted at the Mid-Winter Meeting of the C.P.A.
  5. The formation of a New England Group of N.A.R.D. members. This body to meet just previously to the N.A.R.D. Convention to formulate plans for any action that may be necessary in interest of The New England District.
  6. I urge the Local Associations to renew their various activities to bring about better relationship between Physician and Pharmacist.
  7. The Wholesale Druggists to continue their present discounts.
  8. The C.P.A. retain the services of legal counsel to be available at all times to the Executive Committee for advice on Pharmaceutical Law.
- Officers of the county organizations this year (1938) included:

#### NEW HAVEN DRUGGISTS' ASSOCIATION

Sidney Sommer, President; Ed Visel, 1st Vice-President; Andrew Vena, 2nd Vice-President; Prescott Williams, Secretary; Benjamin Weiner, Treasurer.

#### HARTFORD COUNTY DRUGGISTS' ASSOCIATION

John Sehl, President; Sidney Curran, 1st Vice-President; W. Robert Sehl, 2nd Vice-President; Jack Malley, Secretary; George Blackall, Treasurer.

#### WATERBURY DRUGGISTS' ASSOCIATION

John Bendler, President; Louis Bria, 1st Vice-President; I. Stoll, 2nd Vice-President; John Martin, Secretary; I. Stoll, Treasurer.

#### BRIDGEPORT DRUGGISTS' ASSOCIATION

John Marcincin, President; Joseph Prokop, 1st Vice-President; Frank Cascella, 2nd Vice-President; Wolf Hyman, 3rd Vice-President; Leslie Spaner, Secretary; Abraham Freedman, Treasurer.

#### MIDDLESEX COUNTY DRUGGISTS' ASSOCIATION

Raymond T. McMullen, President; Roland Conklin, 1st Vice-President; Rubin Cohn, 2nd Vice-President; Vincent Gagliardi, 3rd Vice-President; Roy D. Hitchcock, Treasurer; Raymond Thatcher, Secretary.

#### SOUTHWESTERN DRUGGISTS' ASSOCIATION OF CONNECTICUT

Maxwell Slavin, President; Fred Collins, 1st Vice-President; Joseph Siladi, 2nd Vice-President; Victor Frank, Treasurer; Chas. Lopriore, Secretary.

## LITCHFIELD COUNTY DRUGGISTS' ASSOCIATION

Ernest L. Opperman, President; Francis P. Bannon, 1st Vice-President; Ralph T. Farnum, 2nd Vice-President; Richard Sepples, 3rd Vice-President; Moses W. Doyle, Secretary; Fiore Petricone, Treasurer and Assistant Secretary.

## WINDHAM COUNTY DRUGGISTS' ASSOCIATION

Robert L. Morin, President; Wm. L. Flynn, 1st Vice-President; Edward H. Burt, 2nd Vice-President; Moses H. Berthiaume, Treasurer; Raymond E. Mercier, Secretary.

## NEW LONDON COUNTY DRUGGISTS' ASSOCIATION

John H. James, President; James C. Mara, 1st Vice-President; Frederick Beebe, 2nd Vice-President; W. Gaskell, 3rd Vice-President; John Nolan, Secretary; Chas. Munger, Treasurer.

In 1939, interest in legislation had reached a high point, and Hubert C. Hodge, chairman of the legislative committee, made the following report:

Mr. President, officers and members of the Connecticut Pharmaceutical Association: The results of the activities in the recently adjourned General Assembly are not unknown to you, as you have all read the newspapers, heard the radio commentators, and conned with care the various communications which have reached you from our Association. However, as chairman of your Legislative Committee, a post I accepted with pleasure when President Gross asked me to take charge of that group, I feel that many of you would like to hear a brief record of the bills introduced and their final disposition. In order to make this a correct and formal report, I am giving the number of each Bill. They appear as follows:

S.B. 305 Concerning Examining and Licensing Board and Commissions condensing twenty-one (21) examining and licensing under one Department.—Killed.

As you know, that would have degraded Pharmacy, and would have caused us to lose our individuality.

H.B. 1511 Abolishing Commission of Pharmacy.—Killed.

No comment is needed on that one, but very few mental gymnastics are required to show you what might have been the eventual fate of our profession in this State if it had passed.

S.B. 246 Credit laws.—Passed and signed.

This bill passed, but it deals no misfortune to us.

S.B. 167 Uniform State Food and Cosmetic Act.

This passed, but again, we should be pleased, rather than annoyed at its passage: it is in the interest of public health.

H.B. 561 Liquor Amendment relative to Druggists keeping liquor in compartments.—Passed and signed.

Much has been said about this Act, and much more will be said. I wish time would permit me to tell you, my fellow druggists what the original Bills would have done to those of us who have a pleasant liquor trade. It is true that we must keep our liquor in compartments; that we must keep those compartments locked during the hours when its sale is illegal. But when you hear the plans that were made to hamper us seriously, you will all agree that this law is no hardship: rather it is one more step in the advancement of pharmacy and pharmacists in their practice of a profession over 4,000 years old.



S. B. 442 Concerning Fair Trade Act. Providing for Repeal of Said Act.  
Killed.

Surely you need little comment from me on this serious presentation. How would we here in Connecticut feel, if, instead of being among the 44 of 48 states enjoying the benefits of Fair Trade, we were doomed to line up with the 4 who have not recognized its importance? We of the glorious Nutmeg State, ever boasting of our prowess in scientific, material, and commercial advancement . . . how would we feel today if we were flung back into the abyss of the past? Well, the Repealer was killed, and we still enjoy the benefits of Fair Trade.

S. B. 469 Concerning change of hours.—Killed.

S. B. 476 Concerning increase in liquor fees.—Killed.

S. B. 499 Concerning ratio and nature of permits.—Killed.

S. B. 777 Concerning Liquor Control Acts, providing for sale of liquor on prescription only by druggists.—Killed.

These Bills I am mentioning only by number.

H. B. 930 Concerning advertising of price on liquors, in or outside of premises.—Killed.

H. B. 964 Repealing Fair Trade.—Killed.

Members of the Connecticut Pharmaceutical Association, it has been an honor, pleasure, and privilege to serve as chairman of your Legislative Committee. Frequently at the Capitol, during an important hearing before one of the committees, I realized that the Legislative Committee is composed not only of those men asked by our President to serve among its personnel, but of every progressive and interested druggist in our State. Consider our legislation this year; compare our laws with those of any other state. You may be well pleased with pharmacy in Connecticut. No tears need to be shed, no acrimonious criticism need be given. As usual, we have lost nothing in our service to the public, and we have gained everything.

Again, I wish to thank President Gross for honoring me by placing me as chairman of the Legislative Committee; to express my appreciation of the men who served there with me; and to thank you all for your 100% cooperation.

Respectfully submitted,  
Hubert C. Hodge, East Hampton.

Interest in the College of Pharmacy was high; interest in the Fair Trade activities was also continued, and we include a report by chairman William Dunphy:

#### SEMI-ANNUAL REPORT OF THE CONNECTICUT FAIR TRADE COMMITTEE

Many kind things and few not so kind have been directed at Fair Trade in general and this Committee in particular since we submitted our last report at the Mid-Winter Meeting of the C.P.A. Of the kind ones, more later. The others, well, the only one that amounted to anything up to a few weeks ago was the Repealer Bill which was presented to the last General Assembly.

This Bill went to Committee and, that was that; therefore, the Fair Trade Law came through this last session of the Legislature unharmed in

any way and strengthened to some degree by the passage of the Unfair Sales Practice Act. How much of a help this act will be to Fair Trade as a whole we have no way of knowing at this time; however, Fair Trade did derive considerable prestige by the passage of the Unfair Sales Act through both branches of the Legislature, because of the variety of merchants and influential type of proponents which were instrumental in bringing this about. The fact that this type of Legislation was sponsored by these various groups can only mean one thing. Connecticut business in general is becoming "Fair Trade Conscious." This condition is very favorable for us because, "The greater the number of strands the stronger the cable."

Your Committee, unhampered with the thought that there may be a change in the Fair Trade Law, can continue keeping the retail drug field in Connecticut, as far as price variations, litigation, etc., as clean and wholesome as any state in the Union and we have letters here from many manufacturers to back up that statement.

To illustrate the erroneous slant that some people have on Fair Trade I will read you a letter which was sent to the Legislators during their last session:

May 5, 1939

The Honorable State Representative,  
Connecticut State Legislature,  
State Capitol,  
Hartford, Connecticut

Sir:—

Subject: The Druggist Fair Trade Act

Obviously, the name of this Act is a misnomer, as it is, without question, an UNFAIR Trade Act. It is so unfair to the public, who in time of stress, sickness and despair have to pay these hi-jacked prices in order to try to save the lives of those dear to them or, at least, to prolong their lives, or to help cure them, that this venomous and unscrupulous Act should be repealed at once in the interest of general welfare.

This Act was sponsored by a bunch of crooks; was railroaded through the Legislature by a bunch of crooks; and, as the druggists of Connecticut were cohorts of McKesson and Robbins and the crooked lobbyists, can one justly deny that the Connecticut druggists were also a bunch of crooks? A man is known by the company he keeps. If a man or a group of men consort and play with a bunch of crooks, are they not their euquals and subject to the same criticism? I believe that the Connecticut Druggists' Association should be prosecuted for their part in this deal put over on the public.

May I submit the following:

I paid 25c for a package of Poloris Plasters, which, before the Act, was 17c—an increase of 47%;

50c for a tube of Bengue, formerly 45c—an increase of 11.11%;

35c for a tube of Efedron, formerly 17c—an increase of 100%.

And today a bottle of 1000 Saccharin Tablets for \$1.00, formerly 75c—an increase of 33 1/3%;

A bottle of Feosol Tablets for 89c, formerly 50c—an increase of 80%.

Where I say "formerly," I mean about a year ago.

Repeal this Act!

Respectfully yours,

*one hundred one*



This bears out the contention of our Committee that we must be prepared at all times to be able to refute statements of this nature with authentic facts based upon actual figures; these, due to our extensive survey, we were in position to and did submit to members of the Judiciary Committee. We have from time to time engaged and will continue to obtain assistance in bringing the true facts of Fair Trade to the public's attention through newspapers, radio, etc., and we believe that when the public is more generally acquainted with these facts, we will have little trouble keeping Fair Trade on the statute books of our State because our only opposition will then come from special interests and in view of the economical soundness of this proposition and the absolute necessity if democracy in business is to survive, we feel, we can knock these opponents arguments to bits.

**Remember Fair Trade Will Stay Just As Long As Consumer Resistance Is Kept At A Minimum.** To keep it there is a job for everyone of us. The most successful method is by selling him better merchandise for less money than he paid before Fair Trade came into being.

We have a leaflet at our Booth which contains many facts which you should acquaint yourselves with so that you can pass them along to your customers at every opportunity. Many well meaning retailers do a great injustice to Fair Trade by not having the proper answers available. There is now no excuse for this because this pamphlet contains all the answers and it's free. Take home copies for your clerks and customers.

Since January 1st we have received from Manufacturers \$515.00, Subscriptions \$4,037.00. This with our Balance on Hand, January 1, 1939, makes a total of \$5,444.20. We have paid for Salaries, Postage, Printing, Shopping, Telephone, etc., \$3,539.82. This leaves a Balance on June 20, 1939, of \$1,904.38 with all bills due paid.

While this seems a substantial balance but you must remember that it represents a large percentage of members who have paid their years' subscription in advance and further payments are not due from them until February 1, 1940. We have, therefore, seven months to operate with our source of income limited to manufacturers and to those members who pay in quarterly installments. I will take this opportunity to inform the members that Mr. Meyer is present here for the convenience of those who wish to pay their subscription. Considerable time and expense is expended by the Executive Secretary in making the rounds for the purpose of collecting and if you will make your payments at this time it will give him more time to devote to other important matters.

We have issued four Official Bulletins to over 1,200 retail outlets and 255 manufacturers. Through this medium we have kept the retailer, wholesaler and manufacturer informed upon the latest Fair Trade developments, contracts, price schedule changes and additions, etc. We are constantly striving to make this important function of our office more efficient, and we welcome any suggestions from our subscribers to bring this about.

We have averted litigation so far and for this we will assume some of the credit; however, a great deal of credit must go to the individual retailers who have shown by their cooperation that they want Fair Trade to be all that its name implies, Fair to the Consumer, Retailer, Jobber and Manufacturer.

Without the cooperation of all concerned, particularly the Retailer, Job-



ber and Manufacturer, we would be unable to come before you today with a report of this kind. It must be understood that the Manufacturer is very anxious to avoid litigation, first because it's expensive, particularly when you multiply it by the 44 states which have Fair Trade Laws and secondly, because litigation always leaves ill feeling with the parties involved regardless of the outcome and that's bad for business.

I will quote you a few more excerpts from letters received from manufacturers, which expresses their appreciation to your Committee for our efforts to avert litigation and for the several services we have extended to them.

Our office at Hartford continues to function with increased efficiency which comes from practice. There were 12,484 pieces of mail sent out from there during the past six months. These figures do not include the mailing of over 1,200 pieces which we handled during the recent legislative emergency; of these 850 contained 5 pages of material and 305 containing 2 pages. The druggists of the State were indeed fortunate to have a well equipped office to turn to at that time. To illustrate the efficient manner in which we functioned I will relate a few details of what happened.

As a result of the meeting of a group held in our office on Friday, May 19th, at 11 A.M. we were asked to contact by mail every Legislator and Pharmacist. Saturday morning, May 20th, each Legislator had a two-page letter at his home and Monday morning, May 22nd, every drug store had a copy of that letter, a letter to himself together with a two-page petition form; this, in view of the fact, that the letter-heads and envelopes had to be printed in Middletown and we did not receive the copy for the several letters until 4 P.M. on Friday, I call real efficiency and the Druggists of the State owe a vote of thanks to Bill Meyer and John Sehl for their part in this undertaking. Many inquiries on all phases of Fair Trade are received by telephone and through the mail; these are answered immediately and accurately as we have gathered considerable authentic information regarding Fair Trade and the Drug Industry as a whole.

One sore spot in the Fair Trade picture which has caused us a whole lot of trouble and expense is the undercounter price chiseler. It is my unpleasant duty to inform you that most of the complaints are lodged against the smaller retailer. It seems now that the larger dealers are in line some of the little fellows think they will be the town's price cutters. All they, however, accomplish is to cause the big fellow to become disgusted with Fair Trade and a lot of criticism being directed towards our Committee for not stopping it. We have now worked out a plan, which we believe will make this sort of thing too expensive for the brothers, who are and will continue to operate this dastardly practice in their stores. This we are going to try out in those areas where the situation is reported bad.

Your Committee activities have been many and varied. Meeting in Hartford many times to act upon the problems which are bound to crop up on a new proposition such as Fair Trade. We have tried to make out decisions with the view of being of real service to Fair Trade as a whole and all classes of retailers in general. How we have succeeded we will let you judge from our record."

The 64th annual convention, held at the Hotel Griswold, June 26-27, 1940, included addresses by Dr. Arthur Landy, Connecticut State Medical Society; Dean Henry S. Johnson of the College of Pharmacy; Dr. Curt P.



Wimmer of the Columbia College of Pharmacy, New York City; Dr. R. D. Keim of E. R. Squibb and Sons; and Rowland Jones, General Counsel of the N.A.R.D.

Bridgeport, Connecticut, was the scene of the 65th annual convention. A eulogy to Charles Whittlesey was a sad opening to the meeting because Mr. Whittlesey had been a friend of ours for years. President Landy, following the eulogy, delivered his address which included the following recommendations:

1. That every drug store in our State be equipped as a First Aid Station, both in war and peace; and that
2. All employees in drug stores be cognizant of their importance as First Aid individuals, even though this requires some special practical demonstration and study.
3. That inter-professional relations with physicians and surgeons be continued; including exchange of "good-will ambassadors" at Conventions; publishing of papers by both groups; frequent consultations on mutual problems.
4. That all C.P.A. members be urged to affiliate themselves with the N.A.R.D., in order to obtain immediately the information, suggestions, and assistance from that organization.
5. That "Pharmacy as a Career" be constantly placed before high school seniors, so that we may always have a high-type group of secondary school graduates in our college. (In this connection, we hope that druggists will discontinue their well-known advice: i.e., "Don't be a pharmacist; long hours and hard work will pay you nothing. Look at ME.")
6. That, if magazines are part of your merchandise, you know their general content; and
7. That only clean, fast-turning periodicals of the higher type are on your rack.
8. That "counter-prescribing" be **ABSOLUTELY** discontinued, so that no physician need ever complain about our lack of ethics. (We urge this particularly in the case of venereal disease; **DO NOT DIAGNOSE: DO NOT PRESCRIBE: DO NOT CAST A BLACK REFLECTION UPON THE OTHER MEMBERS OF YOUR PROFESSION.**)
9. That we seek deferment for pharmacists, not as a class because of individual need, but because we must keep our cities and towns protected in case drugs, chemicals, and emergency medicines are needed; but, if pharmacists **MUST** be drafted
10. That we insist upon their being rated above the rank of **PRIVATE**, and being placed in the medical corps.
11. That we continue to work for 100 per cent membership so that prospective customers need not walk several blocks to find the decalomania that proves our stamp of approval.
12. That Connecticut registered pharmacists be given preference in any drug store before out-of-state applicants are employed.
13. That we go on record as endorsing Hugh P. Beirne as the next N.A.R.D. President, and instruct the Secretary to notify all other State secretaries and request support.

At this convention the members were also pleased to endorse the candidacy for Hugh P. Beirne for President of the N.A.R.D.

This followed Hugh's report on legislation, part of which stated:

"Immediately after the convening of the 1941 General Assembly a bill was introduced incorporating the request of Commissioner Anslinger. It was sent to the administrative officer of our state law, Commissioner Stanley Osborn, of the State Department of Health, with a request that he make an appearance before the Committee and solicit the passage of this. Commissioner Osborn performed his duty and he did it very well. He did it very discreetly.

I appeared before the Public Health and Safety Committee on that day and the Government first came in asking for the enactment of this law under the guise of a conservation of opiates and immediate investigation of the largest chemical and pharmaceutical houses in America proved to me there were enough opiates under any emergency to last for thirty months in this country and I so made the statement and produced my statistics, and the source of them, to the Committee, with the result that this bill was reported unfavorable.

We immediately got hold of it and had to have another hearing. We again had to go through the same procedure, or practically the same procedure, the same thing we went through the first time, and again we received an unfavorable report.

About that time Washington became alarmed. Remember, this passed in thirteen states in this country. Washington became very much alarmed and they delegated a Dr. Clark to come to the capitol, and he came to my office. I sat down for two hours with Dr. Clark and I was adamant. I would not favor this bill and he talked on, and I advised Dr. Clark that if he knew the temper of the Committeemen and what they thought about their second attempt to re-introduce the same bill under another name, if he would take my advice, he would leave Connecticut alone.

I am happy to tell you, gentlemen, June 4th at midnight came, and I heard the Secretary of State say, "God bless Connecticut," and I knew that that session was over. It was my ninth or tenth session and this one was one of the hardest of them all, and you knew some of them have been tough. The whole session was charged with dynamite. You never knew where it was going to hit, and I was afraid right up to the last minutes that some means might be devised by which this particular bill might have been pushed through the house, but, again, I am glad to tell you that I am pleased this bill was not passed, and I doubt if they can ever get it in Connecticut. They certainly won't get it if we watch it, because the bill is an innocuous one. It is being put in solely on the part of bureaucrats in Washington, who want to justify the job. They don't care about us men out trying to earn a living.

When you stop to think that there are twenty-seven separate items that have just been promulgated by Dr. Campbell and Dr. W. B. Durrett in Washington, in which they state, "You are going to be unable to sell those"—well, I will talk about that in a minute.

Pretty soon I don't know what druggists will have to sell. If there is any business that they have attempted to regulate federally any more than the drug business, I have yet to see it. I think we are in for a kind of tough time in the immediate future. You old fellows know all about the question of boric acid, and zinc oxide being used in the manufacture of synthetic materials for airplanes. You know you have trouble in getting those now. There are numerous other items I could enumerate and I think



the fellow not on his toes in the immediate future is going to be trailing the little parade.

Now, coming to the attempt that was made—and at this time I would like to say while I was not Chairman of your Legislative Committee during the past session—and I think you know why I was not—Aaron Honiberg was Chairman, and Aaron asked me to render this report, because of necessity. Aaron has two stores, and he knew I lived closer to the Legislature than he did, and he hoped that maybe I could give firsthand information better than he might in a prepared report; so I wish to apologize to Aaron Honiberg, but I am satisfied when he asked me to do this, and I hope I am satisfying the members of this Association.

Now, we made a great attempt to get a bill through amending that part of the present Connecticut Liquor Control Act, by which druggists of this state could display liquors in their windows in moderate fashion. In the early part of the session we were told in no uncertain terms that we should make no attempt to remove the compartment provision of the present act.

The records in the Liquor Control Board, gentlemen—and I only can go by the records (what else goes on, I can only imagine—and in some cases I might know)—but the record under the present arrangement has been the best record that we have had since we have had control and sale of liquor, since 1933, and on all sides, we were advised not to attempt to, because we could not get any removal of the compartment provisions.

The Legislators like that because of the fact that you are supposed to have it locked on Sunday, but there are circumstances that they do not take into consideration, which some of our men, I am sorry to say, practice that locked compartments are not always impediments to sale, and until a week before the adjournment of this last session, it appeared to me that we had some chance of removing the restrictions on window displays.

At that time I was told—I don't like to be personal, but there was one man representing another group at the State Capitol, who published a magazine twice a month in the interests of the group which he was trying to represent, in which he made outlandish promises to his members, and, mind you, he headed a group that gets a very big initiation fee for membership. He held out for them. Practically he told them what was going to happen, and what he was going to get for them.

Legislators don't like that. Many times you men ask me questions during the sessions of the Legislature. I hope none of you will ever think I am short or curt, but to talk at certain times is to injure the cause for which you are working.

This man talked out of turn, with the result that the Legislators closed up and there wasn't one liberalization law or amendment to a law passed by this session with the exception of one, and that one was the one that was granted in anticipation of an increased tax on intoxicating liquors—I mean excise tax. The out-of-state brewers talked a little bit out of turn and said they would beat this tax, by cutting down their containers from twelve ounces to ten ounces, and from thirty-two cents to twenty-eight cents. The Connecticut brewer knew that that meant remachining. He knew it meant he would have to throw out all his present models and he would have to have all new bottles.

The Legislature did grant that bill in which they enumerated the only size containers that malt beverages might be sold in, in the State of Connecticut. That was done as a matter of protection. I am glad they got it, because it was most unfair, or would have been, if they didn't get that bill, but that was only the liberalizing bill that was passed, and when I saw what I was up against, I didn't quit after I talked to the Senate leader or the House leader; I still went higher to make sure I wasn't being double-decked, and I was told by the highest authority in the state, "Hughie, take that bill out of there. The word has gone out that nothing will pass," but the one I have just spoken to you about did pass; so, rather than spoil the record, putting something in and accepting defeat, the bill was withdrawn and never was voted upon by either session of the legislature.

Now, I hope I have made those things clear to you.

I will again attempt, if it is possible, to get those window displays back. I feel as bad as some other men in the state, but I certainly know you men realize year after year how I have pleaded with the men of the state, those few men who made the good fellows in the business pay up for their faults, loading their windows and making liquor stores out of drug stores. You know I have never been in favor of that.

You know that the real men in the drug business have never been in favor of that, but those are the fellows for whom we are now reaping this dividend. But, if we ever get it back again, you can rest assured that when a regulation is made, the first fellow who breaks it will go out of the liquor business and the drug business.

I think the time has come when 90 per cent of any group does not have to be injured by 10 per cent who don't and won't respect any law or any regulation. We still have about that number.

Now, the question I would like to talk to you about—well I would like to say something about it, and there are men in the hall who have called me in the past two or three weeks about the matter I would like to speak to you about.

During all of the years of the attempts to enact the Capper-Kelly Bill during all the fight for the enactment of the Tydings-Miller Bill, during all of the fight for the enactment of forty-five fair trade laws in respect of states, there has been one outstanding enemy of all that we stood for. It was one of the largest department stores in America, who loved to be known as the greatest one.

Some three or four weeks ago I walked into a store in the City of Danbury, in fact it was on one of the main corners of the City of Danbury, and practically all of one side of that store was given over to the display of merchandise that has been marketed by this particular company.

Now, I am very hesitant in what I say about this subject. I think I know what the definition of "restraint of trade" is. If I don't I should. I had about seven and a half hours before the Federal Trade Commission early in March on violations of the Robinson-Patman Act. Colonel Ferguson and Colonel Charles March asked if I would come before them to testify about the demonstrator evil in the department stores in America and bring specific data, which I did, and after seven and a half hours of definitions on restraint of trade at that time, I hope I know what I am talking about.



I went into this store and all over the side of the store were the products of the R. H. Macy Company, of New York—in a registered drug store in the State of Connecticut, R. H. Macy's own, analyzed by the great Bureau of Standards. I walked in.

A couple of days after that I received two telephone calls from two other druggists that had been solicited by field men of R. H. Macy Company, who were being solicited to place the R. H. Macy line in their stores, and from that day to this I believe I have had at least twelve calls from all parts of the State of Connecticut, and in all instances all I can say to those men is this—but by my attitude they ought to be able to know what I would like to say—but all I can say is, "That is a decision for you to make." You men know that the New York press circulates quite freely in Eastern Pennsylvania, Northern New Jersey, Western Massachusetts, and in all of our State. It would be a fertile field for this so-called Supremacy line.

Well, I guess their field men after a while learned that these men were calling me, and learned of my visit to the store in Danbury, because they received a letter stating that the goods were being packed up and shipped back to them.

I have seen the goods in only one store, but solicitation is going on. A few days afterwards a man by the name of Mr. Grimes, Vice President of the R. H. Macy Company, came to see me. I have letters here. I will not read them because sometimes those are pretty dry things. He spent an hour and a half with me. I listened to what he had to say. I was careful about what I said, just as I am being careful now. I asked him why he came to see me, was it appeasement?

No, he didn't come to ask me to say anything good. He asked me to not say anything.

I said, "You haven't got enough to buy my silence on this subject."

He finally left the store. That was about ten days ago, and from that day to this I have not received a telephone call from any other druggist in the state that he had been solicited on this matter, but I do not think that solicitation has been made within the past week in Lennox, Mass., in Pittsfield, in Williamstown, and in North Adams, and in northern towns in New Jersey.

Poor Eddy Bellis has got them in New York. I hope he keeps them there, and I will say that any druggist, after the fight that a great many men in this country have put up to get fair trade—that any man who will now put this line in—well, it makes our work in vain, and I will say that any man who can't make his own decision and make it very quickly on this subject, doesn't belong—if you get what I mean.

I don't doubt that there is a representative of the Macy Company in the room, because he said there would be. I know I have said nothing that is incriminating. I do deserve the right to tell the men of this Association—and I know that it is dangerous to talk in groups in America today. I know what conspiracy is, but I know that I can give my own thoughts on any subject. That is all that I am doing. The rest of the decision lies with the druggists themselves.

Now, I hope I won't have to talk any more on that matter, but while on this subject, gentlemen, speaking about exclusive agency propositions, there seems to be some confusion as to what the attitude of the Board of Phar-

macy is on the exclusive agencies of well known out-of-state chain drug stores, or chain drug corporations. There has been a lot of solicitation in this state for that type of outlet, so I would like to make this clear, that any man who takes on one of these agencies and feels that he is going to transform his store, the outside of the store, or his labels in such a way as to lead the public of this state to believe that he ceases to be the owner of the premises and assumes all liabilities under the laws of the State of Connecticut — at that point it is the function of the Board of Pharmacy to step in.

We have stepped in by way of the regulation that was written for us by the Attorney-General. The regulation is this: If you — and you have the right, of course, to take on any agency you please, but you must put your name on the premises as prominently as the name of the agency.

You men from Hartford know what broke this situation was in East Hartford, and at the time we got hold of it, the signs had all been fabricated at the sign painter's. The Attorney-General advised us we should make the best of that situation and immediately make the regulation. We did make that man put over his door the name of the concern that was operating and assuming responsibility under our laws.

Under these franchises that these companies tie these men up with, they assume no responsibility whatsoever; under our Connecticut laws, the responsibility to the public of the State still remains in the hands of the owner of the premises.

Now, in the case of a partnership or an incorporation, if that corporation is registered in the Secretary of State's office, the name of the corporation may be used, but on the door or in prominent fashion so that it can be seen from the middle of the street, the name of the registered pharmacist, manager, or owner must appear, but if you call yourself the Cosmopolitan Drug Company, and it isn't a name you grabbed out of thin air, but an incorporated name, you have a legal right to use that name, but, if you use the Cosmopolitan Drug Company and use the name of these franchise agencies, those, under this regulation, must be of the same dimension and same prominence, those two names.

I hope I have made that clear because there is a great movement on foot for a lot of the men to lose their identity in their respective communities by selling out all that is dear to them, to these interstate corporations. We can't stop that, but we do reserve the right to let the public know that it isn't a complete change-over to the interstate corporation from you, if you are still there, or if anybody else is still there — the person responsible on the premises must be identified to the public. I hope I have made that clear.

I have some notes here on the victories that have been won this year. I have here the Elizabeth Arden Case, the Eastman Kodak Case, and the Johnson & Johnson Case, the infringement case in the Federal Court, and the Burroughs, Wellcome case. I think those matters have been covered pretty well, and the hour is getting late, and I know President Landy wants to go on with his program.

I forgot to speak on the bill introduced on 10 per cent tolerance on containers. It was very annoying and if it were enacted you would not be supposed to use a bottle or box for anything that was 10 per cent greater than the quantity of the goods therein.



We enlisted the help of the Connecticut Manufacturers Association on this and we attended a luncheon the day of the hearing on it, and they got a notice of work on it, and so did most of the work on it, and we were in the background trying to egg on, and we did a lot of things, and didn't want to be the defendant on too many things.

Now I have got to the note "employment agency." In the last year it has been very, very hard, the situation on help. Where we could we have beseeched the local draft boards. I have sat down and written letters to Colonel Abel in charge of the Selective Service Draft in the state, and up to the present time we haven't—well, we have been able to get a lot of deferments but no mass deferments. It is totally up to the respective draft boards in the state.

We are willing to and have helped out many individuals but the employer seems to be the one to whom the Draft Board listens best. I don't know what I can offer in the employment situation.

About three months ago the Associated Press carried a statement by me, taken in my office when I was talking to one of you fellows whose clerk received notice that he was going to be drafted, and this fellow came up and said, "Where can I get a room?" and a reporter came in and took notes, and in the afternoon papers my name went over, dealing with the extreme shortage of pharmacists in the State of Connecticut. Within a few days I would have needed two or three more girls in the office to answer all the correspondence from this part of the country, and it is very apparent to me that men, druggists who have been in retirement for years, who got out because nobody would employ them because of some of their own tactics, all want to come back into the business.

It has been particularly hard. We can't recommend some men to you fellows when you are caught short. It is trying, it is hard. Some men are taking advantage of the situation and weeding their men out, figuring if there is going to be any laxity in store coverage, they will be prepared for it. Up to now I think we have done pretty well in furnishing men. One man over here told me he needs two men, two stores, and a man in each store, and he is in a predicament. I will do the best I can to help him out.

In conclusion, gentlemen, I want to thank the Association for the resolution passed today endorsing my candidacy for the Presidency of the N.A.R.D. There have been resolutions similar to this one passed in all of the New England States that have held conventions this week. If I should become President of the N.A.R.D., and many of you men have asked me for three or four years when my turn would come—I knew it wasn't going to come then, but I think it is here this year—I at least hope so—and if I do become President, I will be the first New England man in twenty years to attain the job. I will be the second man in the history of the N.A.R.D. to come from New England. The last man was one of our own members, our beloved C. P. Gladding, of Hartford, in 1921.

As we all know, Hugh P. Beirne was elected N.A.R.D. President in October.

Jack Malley's report concerning legislation (1945) is worthy of consideration here:

"Mr. President, Ladies and Gentlemen: In presenting a legislative report to you, I will attempt to summarize rather than report in detail the various

legislative bills of interest to druggists at the last session of the general assembly.

Every two years, the C.P.A. has had to be on guard from the start of the session in January until adjournment day in June. It seems that there are always some groups or parties who spring up from nowhere and come fully prepared to knock down some of the benefits which we druggists in Connecticut have struggled and worked for. We seem to be the envy of many of these groups and when the legislature convenes, we never know what to expect.

As an example of this, a bill was submitted by certain interests which would have completely ruined our present Fair Trade Act. I am referring to House Bill 779. Many of you know the hard work that was put into the passage of our present Fair Trade Bill, so beneficial to the druggists of this state. Out of a clear sky comes House Bill 779, but, fortunately, through the alertness of the Legislative Committee and the Pharmacist members of the Legislature, it was discovered and rejected. Knowing the real value of fair trade, this was truly a victory for us.

You are all aware of the fact that the Pharmacy Commission has developed a very fine spirit of cooperation with all of the other state agencies, and at times must, to put it plainly, "play ball" with each other. In this respect I am referring to the passage of House Bill 193, putting the drug demerol on the narcotic list.

House Bill 1206 carries an amendment which reads as follows:

"No such prescription shall be refilled except upon written or oral order of the physician."

This refers to the sale of barbiturates, which has been a problem in this State for some time. House Bill 1206 provides once and for all, the methods and restrictions as to the sale of barbiturates.

May I remind you once again to remember in refilling a barbiturate prescription, you must have a prescription or an oral order from the physician.

House Bill 192, referred to the Public Health and Safety Committee, is a bill introduced every two years. It is an amendment intended to prohibit the sale of paregoric without prescription, as it contains opium and is supposedly habit-forming. This bill was rejected.

Senate Bill 175, referred to the Licensed Occupations Committee, concerns the appointment of Pharmacy Commissioners, and reads as follows:

"Be it enacted by the Senate and House of Representatives in General Assembly convened:

Section 2820 of the general statutes is amended to read as follows: The commission of pharmacy shall continue to consist of five persons, each of whom shall be a licensed or registered pharmacist of at least ten years' practical experience in the practice of pharmacy and, at the time of his appointment, shall be actively engaged in the practice of pharmacy in this state. The governor shall annually, on or before the first day of June, appoint one commissioner, from a list of six persons nominated by the Connecticut Pharmaceutical Association and the Connecticut Association for the Advancement of Professional Pharmacy, who shall hold office for five years from the first day of June in the year of his appointment. Any



vacancy shall be filled by the governor by appointment, on nomination by said associations as hereinbefore provided."

On the bottom of this bill there is a "Statement of Purpose," which reads as follows:

"The purpose of this Act is to require graduation from a college of pharmacy and nomination by the Connecticut Association for the Advancement of Professional Pharmacy as qualifications for pharmacy commissioners."

This bill was rejected.

House Bill 1031 would place all licensed commissions in the State under one head. This has been tried several times and has always been rejected; however, a substitute bill was passed which reads as follows:

"The legislative council is directed to make a comprehensive inquiry into methods of professional and vocational licensing in this and other states and to report its findings with such recommendations as it may deem advisable to the next session of the general assembly."

On the liquor side, there were dozens of bills presented from all sources. Some would have been harmful to holders of druggist liquor permits and others of no great benefit. At the request of the Liquor Control Commission, Senate Bill 55 was introduced by Senator Riscassi. Wording of one paragraph changes the phrase "a druggist permit shall be issued," to MAY be issued, "by the Liquor Control Commission," etc. The purpose of this change is to give the Commission the power to decide who may be eligible to receive druggist liquor licenses in the future.

A bill placing liquor on Fair Trade got as far as the Committee on Liquor Bills and for a while looked promising but through some unforeseen action, it was disposed of.

The \$300,000 Appropriation Bill for the Connecticut College of Pharmacy of the University of Connecticut was rejected by the Appropriations Committee. Dr. Jorgensen and the Legislative Committee were the only ones to appear in favor of this bill.

Probably the most talked of bill in the State Capitol for months was the Pharmacy Licensing Bill, Substitute House Bill 593. For months all one heard was House Bill 592 and House Bill 593, and it assumed the proportions of a veritable cyclone. However, now that it is over, I think that I can speak freely about this controversial piece of legislation.

To be fair and to analyze both sides of the question, we must remember that this bill had first been submitted hurriedly just before the deadline. It was drawn up in haste and had many bad features; however, the one finally presented and voted upon referred to assistant licensed men become eligible for registered pharmacy examinations. By a vote of 8 to 3 the Executive Committee of the C.P.A. endorsed it. It also had the complete endorsement of our five-man Pharmacy Commission and President Strofolino. I am told that the American Pharmaceutical Association and the N.A.R.D. both favor the abolition of assistant license examinations; also that there were many druggists in this State who favored the bill, but did not voice their opinion. Many of those who were opposed, did voice their opinion, for in their minds it was not proper legislation at this time. You all know the result of this legislation. It passed the House but was defeated in the Senate by an 18 to 15 vote.



The 1945 session has gone by and with it the headaches that accompanied it. All in all, we, as an Association, just about held our own. In the future I would suggest that the President of the C.P.A. appoint to his Legislative Committee members of our profession who may be members of the General Assembly. It is difficult for an outsider to watch every move, whereas members of the Legislature are kept informed at all times of all legislation. This should be taken into consideration in 1947."

One of the most important speeches delivered at the 1946 convention at Hotel Griswold, New London, was by Dean Henry S. Johnson of our College of Pharmacy. The verbatim report is as follows:

"This past year at the College of Pharmacy has been crowded with new problems and in this brief report, which I make annually to the Connecticut Pharmaceutical Association, I can mention only a few of the most important ones.

Last September we accepted a freshman class of 67, which was 20 more than we had accepted the previous September. In selecting this number we had to reject approximately one of every five who applied because he did not fully satisfy our requirements for admission. For this coming September we have accepted nearly 100 new students, which is a far larger freshman enrollment than we have ever had before. In order to make room for this number we have had to have the freshmen double up in laboratory lockers and we have actually accepted more than we can properly handle. Despite this fact we have had to turn down about twice as many as we accepted because they did not measure up to proper entrance requirements.

I think it is important that it be pointed out to high school boys and girls who want to study pharmacy that all of them cannot be admitted and, therefore, that it is imperative they take the proper prerequisite courses in high school and demonstrate by their standing there that they deserve consideration for admission to a college of pharmacy. Far too many students who want to enter the College of Pharmacy have not even been enrolled in a college preparatory course in high school and others have stood so low in their high school courses that their chances of successfully completing college work is slight.

We cannot accept, for admission in a professional school, students who stand below the average rank in high school, that is, in the lower half of their class; and the sooner high school students come to realize this the better it will be for them and for pharmacy. Only the better students are selected for admission to medical and dental schools and this same policy will be followed for pharmacy schools in the future.

Although we discontinued the accelerated course over a year ago, so many ex-G.I.'s were anxious to start a course in pharmacy before September that we admitted about 35 veterans in January and are continuing them through this summer in order to allow them to start their sophomore year in September. This gave us a combined freshman class of over 90 this past year; so that beginning in September both our sophomore and freshman classes will be the largest in the history of the school. Although the number of graduates for the next two years will be small, beginning in June 1948 at least 60 students should be eligible for their degrees in pharmacy each year.

Sixty graduates year after year is a large number for a state of our size



and some consideration should be given to the question of whether or not we may very soon be graduating more than can be properly absorbed into the profession. I have suggested to the President of the C.P.A. that this organization should make a careful survey to determine how many new pharmacists the state can normally assimilate. It would be tragic for pharmacy if we continue to train more than are needed, for it would result in the repetition of the surplus of pharmacists we had following World War I and would only result in harm to the profession of pharmacy. An excessive number of registered pharmacists, whether obtained through college graduation or through lowering standards in licensure, will eventually produce many new outlets which I am sure everyone here agrees are not needed and will be bad for our profession in general.

We can rationalize ourselves into an extravagant program of licensing and of enrollment which on the surface may seem quite reasonable, but which is fraught with danger and will damage the profession if allowed to prevail. We shall be subjected to great pressure by veterans and veterans' organizations to provide as adequately as possible for returning G.I.'s. Young men who have risked their all in defense of our country must be given very careful and sympathetic attention, but we should never lose sight of the fact that the welfare of pharmacy and the more than 140,000,000 people whom it serves is of more importance than the welfare of any individual or group of individuals no matter how worthy they may be.

Since 1942 when the Connecticut Pharmaceutical Association first established their scholarship for an entering student at the College of Pharmacy three awards have been made. Two of the boys to whom these awards were given were called into service before they completed their freshman year. Philip Griffin who received the first award in 1942, I am pleased to state, has returned from service to complete his course and Harold Katz who received the second award expects to return this coming September. Last year's award went to Miss Beverly Keables who has just completed her freshman year successfully. Announcements of the winners of scholarships for the coming year will not be made until after July first.

In addition to the C.P.A. scholarship a large number of others are given annually and I feel that the donors deserve mention of their generosity in my annual reports.

First of all, there is the T.M.A. George Kerr Memorial Scholarship which was the first one established for entering students. Incidentally, the T.M.A. has also made an annual contribution of \$25.00 for books for the library for many years.

Other scholarships are given by the following people.

The Apothecaries Hall Company of Waterbury, the Beatrice Fox Auerbach Foundation, Hartford; the New Haven Druggists Association who give the Hugh P. Beirne Memorial Scholarship; The Lee & Osgood Company, Norwich; The Huber Ice Cream Company, Bridgeport; The Charles S. Leete Company, New Haven; The Regal Drug Company, New Haven; The Sisson Drug Company, Hartford; The American Foundation for Pharmaceutical Education, and William Silver of West Haven.

I again want to enlist the support of the C.P.A. and of each individual member, in securing for the profession of pharmacy sufficient funds at the



next session of the General Assembly to erect a new building for the College of Pharmacy where Connecticut boys and girls may receive excellent training in the best possible surrounds,—an institution of which all pharmacists in Connecticut may well be proud. There is no question in my mind that the funds will be forthcoming if each of you will point out to your state representatives and senators the need of new quarters and urge them to vote an appropriation of funds for this purpose. As you know, funds are also being collected by the Hugh P. Beirne Memorial Committee to establish within the new building a fitting memorial to our departed friend and leader, and I hope you will support this campaign to the best of your ability.

In closing I want to extend my thanks and appreciation to the many pharmacists who have in one way or another been of assistance to the College during the past year. It has been a trying time, but most of you, once the conditions were explained, have been very understanding. I am sure that you all realize that the good of the profession of pharmacy and the good of the college are identical and whatever is done to improve one benefits the other. The school, which was started in 1925 by a Committee of the Connecticut Pharmaceutical Association, has now completed its twenty-first year and has truly come of age. I hope that by continued cooperation the next few years will see much good come to both the school and to the profession in general. I can assure you that we at school will do everything in our power to make this a reality."

Legislation became increasingly important in the late 40's. For example, in 1947, Mr. William Dunphy, Chairman of the Legislative Committee, reported what had been done during the preceding year:

Fellow pharmacists, on behalf of the Legislative Committee, composed of Mr. Robert Rubin of East Hartford, Mr. Ralph Gentile of Fairfield, and myself as Chairman; it gives me great pleasure this afternoon to report to you a complete account of the accomplishments and gains of your Legislative Committee for the betterment of our status as pharmacists and towards the advancement of the standards of the profession of Pharmacy in the State of Connecticut.

We have a copy of each bill which is now law and which you may read at your pleasure, but now, for the sake of expediency, I shall give you the sum and substance of each in my own words.

We were fortunate enough to succeed in passing our entire slate of legislation. This consists of nine bills directly affecting Pharmacy and influencing the everyday course of the business of our profession.

First is the passage of the Act concerning the Pharmacy Commission. This provides for a Commission as before of five Commissioners who shall serve a term of office for five years, from the date of his appointment. The Connecticut Pharmaceutical Association shall annually submit a list of six names to the Governor each year; one of which the Governor may appoint or reappoint. Each Commissioner shall receive a compensation of \$500.00 and traveling expenses, and one of the members shall be elected by the Commission as Chairman of the Commission and who shall have a term of office as Chairman for one year. The Chairman shall receive an additional sum of \$1000.00. We may observe that at the last reorganization meeting of the Commission, as provided now by law, it was voted that the member who had completed four years on the Commission would spend his expiring year,



or fifth year, as Chairman and that this Chairmanship would revolve so that every member would, for one year, be Chairman of the Commission. I am proud to announce that the member so chosen for this year as Chairman of the Pharmacy Commission is William Harris of Hartford. It may be noted that this law does away with the positions on the Commission, of President, first Vice-President, and Secretary-Treasurer.

Secondly, is the Act concerning a license to practice Pharmacy. This does away with the future licensing of the status of Assistant Pharmacist. On and after October 1, 1947, there will cease to be any licensing of the status of Assistant Pharmacist at all. We may note here that on June 17, 1947, the very last exams for this status were held by the Commission at the Capitol in Hartford. That was the final Assistant examination. From now on, in order to be eligible to receive a certificate as a Registered Pharmacist, a person shall be a citizen of the United States, of good moral character, twenty-one years of age, and shall be a graduate of a recognized College of Pharmacy, and shall show one year of practical experience in a retail pharmacy. This bill also provides that the Assistant Pharmacists who have held their licenses in good standing for ten years, the last three of which they shall have been actively engaged in the practice of pharmacy, they will be, from October 1, 1947, on; eligible to take the regular Registered Pharmacist examination as provided by the Commission of Pharmacy at the regular intervals so provided; but in any two year period they will have only three opportunities to take said Registered Pharmacist examination.

The next two bills can be taken together. Both are acts concerning the practice of Pharmacy. One raises the license fees of pharmacies from one dollar to ten dollars a year and the other raises the license fees of Reciprocity into this State from fifteen dollars to twenty-five dollars. This raise in revenue is to provide more money to the Commission so that more Inspectors may be added to the personnel of the Pharmacy Commission.

Now we have an Act which mandates that all manufacturers and wholesalers of drugs, cosmetics and medical devices shall be licensed with the new Food and Drug Commission, at a fee of fifty dollars per registration, and that these already licensed manufacturers and wholesalers may sell drugs, cosmetics, and medical devices to licensed premises only; premises licensed by the Commission of Pharmacy. Thus we can now control the promiscuous sale of drugs and cosmetics to any business outlet whatsoever. Also this bill provides that no manufacturer or wholesaler shall sell any drugs except to the State of Connecticut; a hospital or dispensary; to a practicing physician, dentist, or veterinarian; or to a licensed pharmacy; or a licensed patent medicine store. Any person who violates any provision of this act shall be fined not more than \$500.00 or imprisoned not more than six months or both.

Another is the act which concerns itself with the labor regulations pertaining to pharmacists. "Resolved, that the wage order issued by the Minimum Wage Division of the Department of Labor and filed with the Secretary of State under the provisions of Section 42h of the 1945 Supplement to the General Statutes on February 26, 1946, and to take effect March 18, 1946, is disapproved to the extent that said wage order purports to druggists or pharmacists." That means that from now on druggists or pharmacists are considered as professional men and are eliminated from any restriction of the wage and hour law.



We also have an addition to the Liquor Control Act—An Act entitled, “The Establishment of Fair Practices in the Sale of and Re-sale of Alcoholic Beverages.” This bill calls for the elimination of undue stimulation of the sale of alcoholic beverages and provides against granting of discounts, rebates, and allowances, free goods, and other inducements to selected permittees or consumers which would bring about a disorderly distribution of such beverages and that the sale and resale of alcoholic beverages by licensed permittees are subjected to certain restrictions and regulations by law. Or in short, a manufacturer or wholesaler of alcoholic beverages shall publish a price schedule of his beverages and post the same with the Liquor Control Commission and give a copy of the same to each individual permittee of this State and that price schedule shall remain fixed for all at any one time and not be altered for any one or more permittees for any reason.

We have a change in the Uniform Food, Drug and Cosmetic Act which prohibits the sale of Thyroid except on prescriptions of a licensed physician only.

Lastly is the Act concerning the appointment by the Governor of individuals to membership on State Boards and Commissions. As before, the act provides that a list be presented to the Governor, according to State provisions and statutes, of eligible candidates for membership on any Board or Commission. The Governor may choose one eligible candidate from the list if he so desires; but, the Governor, if he feels that it will be for the best interests of the State, may, if he desires, make his own appointment for membership regardless of any list so submitted for any Board or Commission. It is the intention of your legislative committee to mail to every Retail Druggist in the State a copy of all the new laws and changes in the possession of the legislature.

Honorary members welcomed to the ranks that year included Dr. John W. Dargavel, Executive Secretary of the National Association of Retail Druggists; Dr. Creighton Barker, Executive Secretary, Connecticut State Medical Society; and Dr. Robert L. Swain, Editor, Drug Topics.

Among the more impressive projects which the Connecticut Pharmaceutical Association had engaged in during the past few years was the carrying out of the plan for a joint conference between physicians and pharmacists. The group was comprised of six men appointed by the Pharmaceutical president and six men selected by the State Medical Society president. Meeting every other month, the combined group endeavored to iron out problems affecting each. It is interesting to note that at the 72nd annual meeting held at the Hotel Bond in Hartford, an entire afternoon session was given over to a panel conducted by this group. In the evening following the dinner, more attention was given to the accomplishments of the J.C.C. The pharmacists were ably represented by Louis E. Kazin of Bridgeport and the State Medical Society by Dr. William Salter of the Yale Medical School, and Honorary Member Dr. Barnett Greenhouse, specialist in diabetes and metabolism, from the Grace-New Haven Hospital staff.

Also at this time, our official journal, the CONNECTICUT PHARMACIST, which had been established in 1943, was receiving national recognition. In fact, Jack Malley, Chairman of its Board of Control, gave the following report at the 1948 meeting:



If you will take a quick glance at the bottom of the front cover of this month's issue of the *Connecticut Pharmacist* you will notice the words Vol. 5—No. 6. For four and one-half years or exactly 54 issues of this publication has come off the press and mailed to your stores in addition to hundreds of others on our mailing list. To me personally and those few who were with me back in 1943 who had spent many hours in planning and setting up the machinery for this very popular magazine we are indeed proud and grateful. Proud for several reasons. For four and one-half years we have continued to forge ahead to increase our advertising (never once having fallen below in our set quota) and increasing our Editorial Contents substantially. We must realize that the *Connecticut Pharmacist* is a project of the Connecticut Pharmaceutical Association owned and operated by this Association and not connected with any publishing house that prints dozens of magazines for any type of industry.

Everyone connected with the *Connecticut Pharmacist*, that is the Board of Control, the Business and Editorial Staff including our Editor, of course, is an active member of the CPA and devotes his or her spare time to assist in the formation of this magazine. We have, of course, our Business Manager, Hal Casey, who has done an outstanding job taking over during a very crucial period and has continued to promote the magazine in every possible manner. We are grateful for all of the assistance given to us by the various members of this Association and particularly to Miss Garvin who, as Editor, has raised the standards of the *Connecticut Pharmacist* to such great heights that it has become one of the most popular state drug journals in the country.

I am not going to bore you at this time and make you listen to a lot of figures and statistics. However, just recently a complete audit was made and presented at a meeting of the Board of Control last month and the report as of May 1st showed that the *Connecticut Pharmacist* is in a very comfortable condition. We have a very fine bank balance and on several occasions have turned tidy sums of money over to the treasury of the CPA. If you will remember that back prior to 1943 at annual convention time some member would be appointed Program Chairman and his job was to go out and solicit advertising for a souvenir program. These programs were absolutely worthless in advertising value and in some respects were comparable to a charitable donation. We did realize anywhere from \$600 to \$800 through this venture and on one or two occasions close to \$1000. With the *Connecticut Pharmacist* we do much better than those figures and at the same time convey to the members factual news and views of local, state and national scope. It is an important link between the Association and members and has become so an important part of our business that the demand by pharmacists has been terrific to be placed on the mailing list. This is very encouraging and an important factor in going even further ahead. We can do it but we need your further support. It is every member's job to try and cooperate with our present advertisers and to try and help solicit new advertising. It is impossible for Mr. Casey or your Board of Control to contact all potential advertisers and here is where you can assist us. Should you know, or better still, try and sell space for us. You do the ground work and then notify our office. We will follow through and I assure you that it will be greatly appreciated. In closing may I make one recommendation. If your clerk or associate is not a member of the CPA and does not receive the *Connecticut Pharmacist* regularly please share your copy with that person. It will be an incentive for him



to join the state association when he realizes that he has been missing this popular magazine for the past few years. Respectfully submitted, Jack Malley, Chairman.

A name now famous in Connecticut Pharmacy, Director Felix Blanc, was also included in our Proceedings that year. His report on Pharmacy Commission Work is as follows:

First, let me say you fellows had better take off your coats, because I am going to give you a lot of statistics, a lot of figures, and it is going to be hot. The latest report we got up here is, Dewey has 515 and Zito 1.

I was asked to give a report of the Commission's activities. A good many of you know what we have been doing, but since last June a year ago, the Commission has met seventeen times. At the first meeting they formulated plans for an education program. Some of you recall that, as Dr. Lammorieux said, each department is working with the other and cooperating together first to educate the pharmacists. The first thing the Commission did was to revise their rules and regulations, and saw to it that every registered pharmacist in the State receive them, and it is surprising the reports we get from our inspectors when they go into the stores. Fellows, you ought to read them, because it helps.

The number of suspensions last year, after due hearings, were 13. There isn't one in this room that I can see that has had his license suspended.

The number of revocations after due hearings were 3. Most of you know what two of them were. The most recent one was a man who reciprocated in Connecticut, a year ago saw fit to take twelve days off and leave the store in charge of two young men who he found putting up prescriptions of narcotics and barbiturates.

The number of patent medicine licenses suspended, 13. Number revoked, 3. List of warnings given after hearings, 14. List of warnings given to patent medicine permittees, 18.

National conventions attended by the Commission, 4. Number of state and county meetings attended by the Commission or some member of the Commission, 14.

You probably will be interested in knowing there are 809 pharmacies in Connecticut.

Number of pharmacies employing one pharmacist, 226. Number of pharmacies employing two pharmacists, 397. Number of pharmacies employing three pharmacists, 131. Number of pharmacies employing four pharmacists, 40. Number of pharmacies employing five or more pharmacists, 15.

Total number of registered pharmacists licensed and in good standing, 2095. Total number of registered pharmacists actively engaged in pharmacy, 1623. Individual owners of pharmacies, 505. Partnerships in pharmacies, 236.

Pharmacists employed in pharmacies, and so forth, 58. Hospital pharmacists, 52. Manufacturer wholesale field representatives, and so forth, 62 pharmacists who are in that category.

In teaching and governmental positions, 40.

Working in wholesale manufacturing establishments, such as chemists, and so forth, 28.



Total number of registered pharmacists who reside in the State, not engaged in pharmaceutical pursuits, or who are retired, 213. Total number of pharmacists who reside outside of the State, 256.

This might be interesting to some of you fellows; it was to us when we made this survey. Number of pharmacists that are under 30 years of age, 162. Number of pharmacists between 30 and 39, 458; between 40 and 49, 654; between 50 and 59, 434; between 60 and 64, 156; between 65 and 69, 107; between 70 and older, 120. Gentlemen, these fellows are actively engaged, and some of those who are actively engaged are Dan Tott, who is 81; Andrew Duke, who is 81; Clifford Thompson, who is 79; William Hull, who is 79; Charlie Helder, who is 78, and we are not sure whether he is actively engaged at present; Fred Lovus, 77; Harold Glendenning, 78; William Boswell, 77; Edward McVage, 77; Edward Neuman, 78, and I am going to add one, the name of Herbert M. Lareau, because he is active in pharmacy, and he is 78.

Those are the statistics that we found out in the office.

I have a notice here where the Governor of New Jersey signed the same bill that we had here last April 13th, abolishing any further assistant pharmacists, giving the assistant pharmacist the right to take the registered exam.

Patent medicine stores, 2022.

I would like to elaborate on the Inspectors' reports. The number of cities that were visited, 71. They have done a beautiful job. You all know what they are doing; you all know them. They have been instructed by the Commission to make out their reports and call their shots as they see them. The Commission is satisfied they have two men there that are really doing something. They go into your store and write out a report. They show it to you. They say, "You need new scales," or "You need this or that." Don't blame them, because they have a job to do. They were told if they didn't do it, somebody else would do it.

The Commission is very happy with the work they are doing.

From now on the Commission will meet every month. They are not fooling any more; the honeymoon is over for a lot of these fellows who cut corners. You fellows are trying to the best of your ability to run your stores ethically and on a high standard and adhere to the law. The Commission appreciates that.

There are a lot of things I would like to say about you fellows, but it is getting late. I do want to say the Commission is interested in safeguarding the health of the people of the State of Connecticut. We are interested in helping you fellows in matters that confront you, that are befuddling and you don't understand. Any time any matter comes up that you don't know just which way to turn on, please call the office on what to do, or write the office. We are there to help you.

If you deliberately sell liquor on Sunday, or anything of that sort, in plain English, you are going to get the business. Speaking of these older gentlemen here, I happened to notice in the back of the house a fellow that I have known a good many years, and you fellows have. He joined the CPA in 1903. I don't think he has missed many conventions. I would like to have Bob Smith get up and take a bow. (Applause) Phil Varnum just told me he hasn't missed any since 1903. So you young fellows have



something to look forward to.

One of the first formal reports given by Secretary Alice-Esther Garvin was delivered on June 29, 1949, at a meeting held in New London. It includes the following statements:

I have not written a formal report, first, because I am assured that no one ever listens to them anyway.

This is what the Secretary's office does, and I think most of you know it, although I haven't given a Secretary's report in some time. Let me give you a few statistics which no one cares anything about.

I receive on an average—I am using an average now—of 26 letters a day, and I try to answer them all. Some of them do not require more than two or three sentences; others require perhaps two or three typewritten pages. I do the work myself, with the exception of some formal routine work, such as mimeographing and duplicating, for which I am allotted and permitted a part-time secretary, who is paid by the organization one dollar an hour. That has proved satisfactory, I think, to the Executive Committee.

Now, we have gone into big business in the Connecticut Pharmaceutical Association. When I became your Secretary at the death of my father in 1934, we had 414 members. We didn't have any magazine. We didn't have the tie-in with the national groups. We didn't have active committees. Now we have those.

This past year, I have attended two national conventions representing, of course, Connecticut. Most of my time at those meetings was spent at the National Secretaries Convention. Again, the National Secretaries have gone into big business, because they are full-time secretaries paid a fantastic sum. Frankly, I do not think you pay me enough.

Now, the next thing I want to speak about is the Veterans Administration prescriptions, because I have an astonishing list of figures which I sent to Jacksonville to be presented there. In 1947, I processed 2,989 veterans prescriptions. Let us say, roughly speaking, close to 3,000. In 1948, 7,711 were processed, pretty close to 8,000. Up to the first of June this year, 3,503; so, not counting the ones I did in 1946, or those that you filled, there are 14,212 Veterans Administration prescriptions, every one of them with 35 things to check. No wonder I don't get to the movies.

Next, I have a service in what I amusingly call my office. What my landlord calls it, I won't tell you. I give that service to anyone who wants a registered man, or to any registered man who wants a position, and the younger men seem to know that (the younger college graduates) but the older men have seldom called me. Eventually, I have to call Felix anyway, but I want you to think I am working.

The last thing I want to speak about is the *Connecticut Pharmacist*, of which I speak only as Editor. We have a Chairman of our Board of Control, Jack Malley, who will report on the monetary side of it, and some of you read it. All of you get it. There are two or three things I want to say about it, because you may be interested to know that it is planned three months in advance, that I have to read and edit every page of it, and that I have never paid a cent for anything sent in to it. I believe the *Connecticut Pharmacist* is the only pharmaceutical journal in the country that doesn't have to pay from \$15.00 to \$100.00 or \$200.00 for editorial material. There may be reasons for that. I will not discuss them.



I would like to say, however—and I think Jack Malley will repeat this—that if you are not getting it, and getting it regularly, I hope you will speak to me, and I hope you will speak also to Mr. Casey, who handles the actual mailing.

Now, fellows, I wouldn't be standing here today if it weren't for you, and I want to thank everyone in the audience for the wonderful tribute you paid me when I most needed it. I could not have been kept alive without your good will and financial aid. So, thank you very much.

The work done by the Veterans Administration contracted for with the United States Government in 1946 had now reached a peak of eight thousand prescriptions a year. Chief speakers at that convention were Dr. Greenhouse; Mr. Charles A. Hermann, of the New York Federal Food and Drug Administration, who spoke on Socialized Medicine; Dean H. G. Hewitt of the College of Pharmacy, who discussed the need for a new College of Pharmacy on the Storrs campus; and Felix Blanc, who asked that members contact their Congressmen asking them to oppose the repeal of the Miller-Tydings act.

A report of executive committee meetings, 1948 and 1949, was read by chairman Sydney G. Curran:

Under President Varnum an innovation for executive meetings was tried. Meetings were held on the second Wednesday of the month, usually in the college library of the College of Pharmacy in New Haven, and dinners were no longer a part of the meeting.

The first meeting was held in Waterbury on September 9, 1948. Chairman Zito of the Summer Convention held at the Bond, made a splendid report and turned over a check of \$460 to President Varnum.

Edward Cohen, chairman of Public Relations, outlined his plans for the year, as did Robert Grieb, chairman of the Commercial Pharmacy Group.

Kazin and Zito reported on meeting with ice cream manufacturers.

Miss Garvin reported on her trip as a delegate to A.Ph.A. Convention in San Francisco.

Summer convention discussed and President Varnum appointed Ray Mercier Chairman and Dan Leone his assistant.

Meeting adjourned at 12:30 P. M.

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On September 28th the second meeting of the committee was called to order at 8 P. M. in the Hotel Garde in New Haven.

First business was the reading of a letter of resignation as treasurer of the C.P.A. from Alice-Esther Garvin. Resignation was accepted and President Varnum appointed Stanley Stroffolino to fill the unexpired term of the treasurer.

Delegates to N.A.R.D. convention to be held in Atlantic City in October were appointed.

The top officers of T.M.A. were guests of the committee. President Kohn turned over a check of \$105.00 to Treasurer Stroffolino, funds obtained from the Booster Page.

A long discussion was held relative to C.P.A. and T.M.A. mutual cooperation and understanding.

Membership Committee under Chairman Kaufman presented applications from fourteen. All of these were voted into our organization.

Dean Hewett spoke at length on the College of Pharmacy.

Hotel Bond was selected as the place for the mid-winter convention.

Meeting adjourned at 11:45 P.M.

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The third meeting was held on October 20th at the College library with Lou Kazin presiding.

A lengthy discussion on the *Connecticut Pharmacist*, official publication of the C.P.A. took much time. Control of magazine, finances, policies, etc., were thoroughly gone into.

Joseph Yablonicky was put in charge of refresher course to be held at the college in April and May.

President Varnum appointed a committee of four to confer with the T.M.A. at their next Executive meeting.

Meeting adjourned at 11:10 P.M.

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Our November meeting was held November 16, 1948, at the College Library in New Haven.

George Posener, our guest, explained in detail proposed insurance for the C.P.A. group.

Motion made that our insurance coverage be reviewed and President Varnum appointed a committee for that purpose.

Treasurer Stroffolino reported on the condition of the treasury. All bills were checked and ordered paid.

One hundred and fifty dollars was voted to the University of Connecticut for a scholarship in College of Pharmacy.

A long discussion on the coming mid-winter convention was held, raising of C.P.A. dues, revision of By-laws, etc., brought about an appointment of a committee to look into same.

Meeting adjourned at 10:50 P.M.

\* \* \* \* \*

The fifth meeting of your Executive Committee was called to order at the College of Pharmacy in New Haven. Meeting was held December 8th and Chairman Curran presided.

Les. Spaner and Ed. Mogell of the Beirne Memorial Committee reported. Attorneys Schatz & Schatz were engaged as legal counsel for the C.P.A. on a yearly basis.

Proposed legislation explained by Chairman Dunphy of the Legislative Committee.

Adjournment at 11:55 P.M.

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The January meeting was held at the College Library on the 12th. President Varnum introduced as his guests all Presidents of the various local organizations all of whom took part in the business of the meeting.

Treasurer's report was submitted by Ralph Gentile. Bills incurred since last meeting were reviewed. checked and ordered paid.



Forty-five new member applications were at hand. After checking they were all voted into the C.P.A.

Plans for mid-winter convention under Chairman Kaufman were thoroughly discussed.

Bill Dunphy of Legislature Committee went into detail on coming legislation, such as new college of pharmacy building, Fair Trade repealers, and other bills closely related to pharmacy.

Chairman Kazin reported on the activities of the J.C.C.

Patent medicine store situation was discussed by Kazin. A survey in same is to be prepared.

Comic books was a subject of considerable controversy.

Refresher course was a subject of considerable controversy.

Refresher course and dates fixed for March and April was discussed. Fee for this — \$20.00.

Miss Garvin, ill in hospital, member of committee delegated to call upon her with a basket of fruit contributed by the Executive Committee.

Meeting adjourned at 11:20 P.M.

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The seventh meeting of the year was held on February 9, 1949, at College Library. In absence of Sec'y Garvin, Ray Mercier was requested to take the minutes.

Reports that Miss Garvin, who has been seriously ill, was doing quite well and that she would be home soon.

Treasurer Stroffolino reported that 508 members have paid their dues.

Bills checked and approved for payment.

Legislation was discussed in detail by Chairman Dunphy.

Chairman Cole of Professional Pharmacy reported on activities of his Committee, such as cut rate signs on drug stores, prescription blanks and unethical advertising.

Dean Hewett spoke on College of Pharmacy scholarships—new policy as to issuing them, etc.

Prof. Fenny reported for the Committee on Foods, Drugs, Cosmetics and Devices. They are working with the State Medical Board, Drug and Food Commission and State Board of Health.

Meeting adjourned at 11:30 P.M.

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The March Meeting was held at College Library and called to order on March 9th.

George Posener of the General Accident Insurance Co. outlined the proposed health and accident insurance coverages for members of the C.P.A. Authority was given him to solicit members of C.P.A. for this insurance.

Chairman Kaufman reported on mid-winter convention held at the Hotel Bond last month and he turned over a check for \$1,175.90 to Treasurer, a most successful convention in many ways.

Chairman Mercier of Summer Convention reports that the summer convention will be held at Ocean Beach, New London, on June 29th.

Legislation was discussed, especially Fair Trade bills that had been introduced at Hartford.

Dean Hewett appointed delegate to A.Ph.A. Meeting to be held in Florida next month.

Treasurer Stroffolino submitted his report. All bills were ordered paid. Meeting adjourned at 12:45 P.M.

\* \* \* \* \*

The ninth meeting was held at the Towne House in New Haven on April 13th. The Committee had dinner with Nate Hamerman playing host.

Carl Brewer, president of T.M.A. was a guest and plans for the C.P.A. and T.M.A. convention in June were formulated.

Sec'y Garvin suggested that Connecticut be the first State to ask for a Pharmacy stamp. It was voted, and she was instructed to write to Senator Baldwin on it.

Chairman Dunphy reported on the Fair Trade Law being safe. Prof. Fenney reported on Foods, Drugs, Cosmetics and Devices.

Meeting adjourned at 11:10 P.M.

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The May meeting was held at College of Pharmacy on the 11th.

The Treasurer's report read and accepted. All bills were ordered paid.

Ray Mercier reported on progress of summer convention plans.

Veteran's Administration Prescription program contract renewed.

A new list of members, candidates for places on the Board of Pharmacy was completed and forwarded to the Governor.

Raising C.P.A. dues to \$10.00 annually was voted upon and endorsed, the action taken at the February mid-winter convention raising dues to that sum.

Meeting adjourned at 11:45 P.M.

\* \* \* \* \*

The eleventh and last meeting of your executive committee was held at the College Library on June 13th.

Minutes of previous meeting accepted, all bills checked and authorized for payment.

Mr. Geo. Posener informed us that the new group insurance policy had been issued that it was in effect as of June 15th.



Convention reports by Chairman Mercier, greetings from the T.M.A. by its president Carl Brewer and reports on the T.M.A. part of the June Convention by Lou Nuzzo and Dan Patterson.

Francis Cole reported on his Professional Committee activities and Dean Hewett discussed College of Pharmacy problems.

President Varnum presented his valedictorian address and each of the group present wished him well.

Meeting adjourned at 11:32 P.M.

In June, 1950, the convention was highlighted by an address delivered by the Superior General of the Paulist Fathers, the Reverend James F. Cunningham. Not only was this the first time in our history that a 'Man of the Cloth' had delivered the major speech at any of our 74 conventions, but Father Cunningham, a native of Danbury, Connecticut, is also a registered pharmacist in our state.

We must not, however, overlook the fact that one of our own C.C.P. graduates, Father Leo Daily, is also a Catholic priest in Connecticut. I wish there were sufficient space in this volume to indicate the fields outside of pharmacy in which many other of our graduates are engaged. They, too, have contributed to the history of pharmacy in Connecticut. In fact, the old adage that "I am a part of all that I have known" might apply to each Laurel State druggist. Each of the thousands who have been engaged in our profession before and after 1876 are a part of our history; without each individual pharmacist, we in Connecticut could not so proudly present this story to the world. Our State motto is "Qui Transtulit Sustinet" which means that he who is transplanted shall sustain. The motto of the Connecticut Pharmaceutical Association might well be: "He who has selected Pharmacy as his profession shall be blest by God."

# CONNECTICUT PHARMACEUTICAL ASSOCIATION

## MEMBERSHIP LIST (Honorary)

Walter D. Adams, Pres. American Pharmaceutical Association, 1931-1932, Forney, Texas.

Hon. Raymond E. Baldwin, Governor of Connecticut, 1939-1941; 1943—; Stratford.

Hon. Lewis O. Barrows, Governor of Maine, 1937, Augusta, Maine

Hon. Wilbur L. Cross, Governor of Connecticut, 1931-1939, New Haven

Sister Anna M. DeSales, Chief Pharmacist, Hospital of St. Raphael, New Haven

Wilbur L. Davidson, Executive Secretary, Connecticut Fair Trade Committee, Canterbury

John A. Goode, National Association of Retail Druggists, Asheville, N. C.

Sister M. Concepta Hayes, Chief Pharmacist, St. Francis Hospital, Hartford

Hon. Robert A. Hurley, Governor of Connecticut, 1941-1943, Bridgeport

Dr. C. Leonard O'Connell, Pittsburgh University College of Pharmacy, Pittsburgh, Pa.

George A. Moulton, President, American Pharmaceutical Association, 1944—, Peterborough, N. H.

Robert H. Rodman, President, Rodman Advertising Agency, New York City

Willard B. Rogers, President Connecticut Hotel Association, Bond Hotel, Hartford

Timothy Shea, Massachusetts

Dr. Curt P. Wimmer, Professor of Pharmacy, Columbia University College of Pharmacy, N. Y. C.

Ben Colnes, Advertising Director, New York City

Dr. John W. Dargavel, Executive Secretary, National Association of Retail Druggists, Chicago, Ill.

Dr. Robert L. Swain, Editor, "Drug Topics," New York City

Dr. Creighton Barker, Executive Secretary, Conn. State Medical Society, New Haven

Hal J. Casey, Connecticut Pharmacist, New Haven

Colonel Raymond F. Gates, Rocky Hill, Conn.

Major Grover C. Sweet, Rocky Hill, Conn.

Wally Mueller, McKesson's, Albany

## LIFE MEMBERS

(These men paid dues for forty successive years)

Dr. George E. Bolles (also active; dues paid to 1947), 242 Main St., Danbury  
E. F. Broderick, 15 Newton Street, Meriden

Arthur J. Crowe, Sandy Hook

Karl O. Cyrus, 418 Fairfield Avenue, Bridgeport

Knud J. Damtoft, 338 State Street, Bridgeport

George E. Dresser, Putnam

Andrew Duka, 301 Hancock Avenue, Bridgeport

John A. Dunn, 16 Church Street, Norwich

Albert Evitts, New Milford

Charles F. Gorman, 208 Farmington Ave., Hartford

Harry F. Flynn, 111 Mansfield Street, New Haven

Charles R. Griswold, 1129 Main Street, Hartford

Dr. Herbert M. Lerou, 289 Main Street, Norwich

William A. Metcalf, Rockville

Frank J. Ostrofsky, 646 Pembroke Street, Bridgeport

Frank L. Palmer, 364 Asylum Street, Hartford

A. D. Pierce, 247 Sigourney Street, Hartford

Harrison E. Purdy, Derby

A. N. Rungee, Box 756, Providence, R. I.

Fred S. Sanford, Shelton

James P. Service, 267 Central Ave., Norwich

Daniel G. Sullivan, Watertown

Albert T. Utley, Norwich

E. L. Walkley, Wethersfield

Eugene A. Webster, 106 Chestnut Street, Springfield, Mass.

Levi Wilcox, Woodlawn Terrace, Waterbury

H. C. Hodge, East Hampton

Prof. Nicholas Fenney, College of Pharmacy, New Haven

Director Felix Blanc, Hartford

*one hundred twenty-seven*



WE DEDICATE THIS SPACE TO THE FOLLOWING MEN,  
SEVENTY-FIVE YEARS OF AGE OR OLDER, WHO HAVE  
MADE PHARMACY IN CONNECTICUT THE GLOWING,  
POTENT FORCE IT IS IN PUBLIC HEALTH TODAY

Knud Damtoft .....	Bridgeport	Edward C. Noonan .....	Hartford
Albert Evitts .....	New Milford	Robert H. Barnes .....	Windsor
Joseph Sundin .....	Waterbury	Frank L. Palmer .....	West Hartford
Philip Simon .....	Danbury	Willard E. Greene .....	Woodmont
Frederick Miner .....	Madison	William J. Fimister .....	East Haven
Andrew McCallum .....	Thomaston	Theodore Eggleston .....	Woodmont
Stephen Gladding .....	Wethersfield	Daniel McHugh .....	Portchester, N. Y.
Andrew Duka .....	Bridgeport	Joseph A. Gagne .....	Putnam
Karl O. Cyrus .....	Bridgeport	Harry Good .....	New Haven
J. Harrison Monroe .....	Guilford	Alexander Prinz .....	Danbury
Arthur Lathrop .....	Simsbury	John M. Claxton .....	Torrington
Clifford Thompson .....	Southington	Gerald Burpee .....	Bristol
Robert Walker .....	Middlebury	Edward W. Dolph .....	Deep River
Edward F. Nolan .....	Bridgeport	Charles Goodsell .....	Windsor Locks
Edward F. Farrell .....	New London	John C. O'Neill .....	Hartford
Abel C. Adams .....	Milford	George Chandler .....	West Hartford
Burton L. Bennett .....	Rockville	Charles I. Crosby .....	Bridgeport
Allen B. Judd .....	West Hartford	J. W. Marsland .....	New Britain
Charles B. Hull .....	Clinton	James M. Magnell .....	Manchester
H. W. Kiesel .....	North Guilford	W. I. Nichols .....	Bridgeport
Frank Fickett .....	Bridgeport	Joseph Rosenberg .....	Hartford
James Cody .....	New Canaan	Paul B. Graeber .....	West Haven
D. A. Rosow .....	Hartford	Albertus Boardman, M.D. ....	New Haven
Edward McQuade .....	Ansonia	George Bouteiller .....	Elmwood
Harold Glendenning .....	Norwalk	Joseph F. Keegan .....	Seymour
Frank Smith .....	Willimantic	Albert R. Adams .....	Naugatuck
William S. Boswell .....	Greenwich	William W. Brinkerhoff .....	Bridgeport
P. B. Montells .....	Stamford	C. V. McDermott .....	Branford
Felix A. Gosselin ..	North Adams, Mass.	Roy D. Judd .....	Norwich
H. M. Lerou .....	Norwich	James H. Bennett .....	Hartford

## TRAVELING MEN'S AUXILIARY — 1951

C. F. Ahern .....	683 Chapel Street, New Haven	Conn.
D. Ahern .....	300 W. Preston, Hartford,	Conn.
E. Allen .....	29 Hadden Street, Bridgeport,	Conn.
R. Almond .....	203 North Street, Milford,	Conn.
A. C. Alinquist .....	C-25 Charter Oak Terrace, Hartford,	Conn.
Joseph Altieri .....	3500 Main Street, Bridgeport,	Conn.
Joseph Andrews .....	74 Park Street, New Haven,	Conn.
Wm. H. Anthony .....	Box 32, Roxbury,	Conn.
Carl Apgar .....	Cedar Heights Road, Stamford,	Conn.
F. J. Arrigan .....	71 Harrison Street, New Britain,	Conn.
Alex Ballot .....	159 Whitman Avenue, West Hartford,	Conn.
R. E. Bailey .....	85 Eddy Street, Springfield,	Mass.
B. Ballas .....	65 Welch Road, Hamden,	Conn.
A. F. Behnke .....	51 Hocknum Avenue, East Hartford,	Conn.
Laurence Birnstein .....	175 Meadow Street, New Haven,	Conn.
E. J. Berry, Jr. ....	93 E. Main Street, Clinton,	Conn.
C. H. Bertram .....	Grummar Hill Road, Wilton,	Conn.
George S. Blank .....	506 Water Street, Bridgeport,	Conn.
Macy Blank .....	147 Rosemere Avenue, Fairfield,	Conn.
Walter Blank .....	506 Water Street, Bridgeport,	Conn.
Albert J. Booth .....	1560 Ridge Road, North Haven,	Conn.
S. K. Bovick .....	35 Pauline Street, (Lordship), Stratford,	Conn.
J. F. Bonville .....	42 Dallas Street, Hamden,	Conn.
R. Bradford .....	98 Garden Street, Hartford,	Conn.
W. G. Brady .....	34 Burnside Avenue, East Hartford,	Conn.
Chester W. Bray .....	19 Greenhurst Road, West Hartford,	Conn.
Carl Brewer .....	170 Lincoln Avenue (Apartment 28), Bridgeport,	Conn.
Chas. Brownell .....	Old Tavern Road, Orange,	Conn.
F. Bucciarelli .....	44 Veterans Avenue, Milford,	Conn.
Joseph Busby .....	59 Center Street, West Haven,	Conn.
Julius Caplan .....	123 Dixwell Avenue, New Haven,	Conn.
R. S. Carpenter .....	Guilford,	Conn.
K. R. Christianson .....	11 Laural Avenue, Windsor,	Conn.
Abe Cohen .....	802 Lindley Street, Bridgeport,	Conn.
Moe Cohen .....	309 McKinley Avenue, Bridgeport,	Conn.
T. R. Coleman .....	93 Lincoln Street, Hamden,	Conn.
R. W. Connally .....	275 New Britain Avenue, Hartford,	Conn.
W. J. Crocker .....	31 Jerome Avenue, Bloomfield,	Conn.
T. P. Crowell .....	86 Frances Avenue, Hartford,	Conn.
G. Cutler .....	1360 Quinnipiac Avenue, New Haven,	Conn.
Peter D'Adonna .....	14 Perry Street, Stamford,	Conn.
J. A. Darrah .....	80 Hillcrest Avenue, Wethersfield,	Conn.
R. Dargan .....	174 Church Street, West Haven,	Conn.
C. Davidson .....	341 Atlantic Street, Stamford,	Conn.
R. DiBaum .....	23 Nathan Court, Waterbury,	Conn.
Wm. Desmond, Jr. ....	37 Hughes Street, Hartford,	Conn.
J. Devine .....	124 Main Street Cromwell,	Conn.
R. B. Donovan .....	292 Pleasant Street, Winthrop,	Mass.
A. J. Dionizio .....	87 Park Road, West Hartford,	Conn.
H. L. Dotten .....	Wilson Road, Orange,	Conn.
F. Eagan .....	30 Judwin Avenue, New Haven,	Conn.
Joseph Esposito .....	24 Willis Street, New Haven,	Conn.
H. W. Euerele .....	18 Church Street, Hamden,	Conn.
F. Farnsworth .....	31 Brookside Boulevard, West Hartford,	Conn.
A. J. Fasanella .....	104 Thorne Street, Bridgeport,	Conn.
F. D. Fasanella .....	620 Hawley Avenue, Bridgeport,	Conn.
Wm. G. Finn .....	33 Shirley Street, Quincy,	Mass.
W. C. Fish .....	378 Sherman Avenue, New Haven,	Conn.
Harry Flynn .....	111 Mansfield Street, New Haven,	Conn.
Wm. Freidenmen .....	83 Elmwood Avenue, Long Meadow,	Mass.

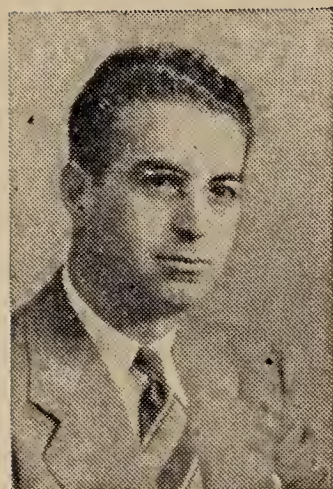


G. E. Gatti .....	498 Washington Street, Bridgeport,	Conn.
G. J. Gilbert .....	36 Eaton Street, Hartford,	Conn.
R. Gleason .....	7 Vernon Center Heights, RFD No. 1, Rockville,	Conn.
W. Goldsmith .....	123 Cedar Hill Avenue, New Haven,	Conn.
K. Griswold .....	75 State Street, Albany,	N. Y.
E. Gustavson .....	62 Ledgwood Road, West Hartford,	Conn.
Moe Guy .....	40 Maple Street, New Haven,	Conn.
I. M. Haines .....	11 Converse Avenue, Meriden,	Conn.
Richard Hall .....	90 Ridgewood Avenue, Hamden,	Conn.
A. Harris .....	Sunset Road, Darien,	Conn.
V. Harris .....	84 Durfield Street, Waterbury,	Conn.
Lester Hartman .....	306 Lyme Street, Bridgeport,	Conn.
J. Herliky .....	Bridgeport Tobacco Co., Water Street, Bridgeport,	Conn.
J. Hilborn .....	45 Cross Hill Road, West Hartford 17,	Conn.
Karl Hirth .....	50 Cold Spring Street, New Haven,	Conn.
A. E. Hodder .....	45 Tilton Street, New Haven,	Conn.
T. Hogan .....	79 Heloise Street, Hamden,	Conn.
Wm. J. Hubbard .....	Apothecary Hall, Waterbury,	Conn.
F. B. Holt .....	RFD Harrison Road, Cheshire,	Conn.
Wm. J. Hubbard .....	Apothecary Hall, Waterbury,	Conn.
Ray Hurwitz .....	18 West Raymond, Hartford,	Conn.
T. M. Keane .....	55 Andover Street, Hartford,	Conn.
J. F. Kenney .....	337 Laural Street, Hartford,	Conn.
R. V. Kenney .....	P. O. Box 66, Hamden,	Conn.
Carl Kohler .....	1005 Farmington Avenue, West Hartford,	Conn.
C. Kohn .....	32 Fern Street, Hamden,	Conn.
J. J. Lavena .....	1804 Whitney Avenue, Hamden,	Conn.
J. J. Law .....	606 Farmington Avenue, Hartford,	Conn.
Fred Lehr .....	45 Elihu Street, Hamden,	Conn.
A. S. Leichter .....	49 Lansdowne Street, Hamden,	Conn.
L. Leviton .....	369 Farmington Avenue, Hartford 5,	Conn.
L. Leonard .....	21 Andover Street, Hartford 5,	Conn.
Vincent Liberti .....	199 Keeler Avenue, Bridgeport,	Conn.
T. A. Laughrey .....	Columbia,	Conn.
E. L. Luce .....	21 Stillman Road, Wethersfield,	Conn.
J. J. Lynch .....	Farms Village Road, Simsbury,	Conn.
T. Mahon .....	116 Rock Spring Road, Stamford,	Conn.
John Maile .....	156 Plymouth Street, Stratford,	Conn.
J. F. Malone .....	308 Main Street, West Haven,	Conn.
N. Mancall .....	86 Colebrook Street, Hartford 5,	Conn.
F. S. Mansfield .....	RFD No. 1, Waterbury 81,	Conn.
J. Messier .....	General Ice Cream Corp., Waterbury,	Conn.
A. P. Miller .....	52 Livingston Road, East Hartford,	Conn.
R. E. Miller .....	311 Anita Lane, Marmaroneck,	N. Y.
D. Mulhern .....	356 Anson Street, Bridgeport,	Conn.
J. Mullen .....	329 Grandview Street, Waterbury,	Conn.
K. J. Mullen .....	P. O. Box 491, Branford,	Conn.
G. T. Murphy .....	245 Court Street, West Haven,	Conn.
H. S. Myers .....	6 Rayaham Road, New Haven 13,	Conn.
W. L. McLeod .....	147 Parellel Street, Bridgeport,	Conn.
J. J. McCarthy .....	22 Mapleside Drive, Wethersfield,	Conn.
J. D. McGuinness .....	600 Baldwin Street, Waterbury,	Conn.
T. McNair .....	25 Holbrook Street, Devon,	Conn.
G. McInerney .....	191 DeWitt Street, New Haven,	Conn.
R. McKeon .....	114 Cottage Street, Bridgeport,	Conn.
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J. Nesal .....	883 Madison Avenue, Bridgeport,	Conn.
H. Nugent .....	90 Button Street, New Haven,	Conn.
L. Nuzzo .....	1190 South Avenue, Stratford,	Conn.
H. Peck .....	35 Bayard Avenue, Hamden,	Conn.
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N. Ponton .....	P. O. Box 147, Windsor,	Conn.
W. Poole .....	P O. Box 1051, New Haven,	Conn.

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Frank Regine .....	151 Dover Road, West Hartford, Conn.
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J. J. Riordan .....	1207 Boulevard, New Haven, Conn.
N. Roston .....	70 Marten Terrace, Hamden, Conn.
Arthur Rowe .....	110 Bristol Street, New Haven, Conn.
W. Rowe .....	11 Hepburn Road, Hamden, Conn.
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I. L. Schechter .....	205 South Orange Street, New Haven, Conn.
L. Schmitz .....	21 Spring Garden Street, Hamden, Conn.
M. Schwed .....	761 Orange Street, New Haven, Conn.
A. Seefahrt .....	217 Mansfield Street, New Haven, Conn.
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D. B. Skillin .....	770 Birmingham, Bridgeport, Conn.
A. B. Smith .....	329 Main Street, East Haven, Conn.
Wm. D. Spadoni .....	37 Chesterfield Avenue, Springfield 8, Mass.
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R. Titus .....	59 Walnut Road, Rocky Hill, Conn.
R. Treacy .....	100 London Drive, Hamden, Conn.
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A. G. Villano .....	135 Bellevue Road, New Haven, Conn.
Paul Vining .....	60 Carmalt Street, Hamden, Conn.
R. Vining .....	60 Carmalt Street, Hamden, Conn.
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F. J. Welch .....	7 Anchorage Drive, Milford, Conn.
Geo. West .....	14 North Main Street, Hamden, Conn.
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George White .....	28 Vincent Street, West Hartford, Conn.
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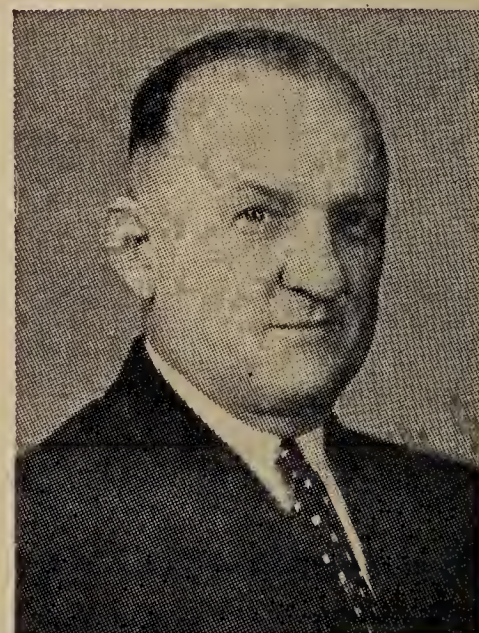
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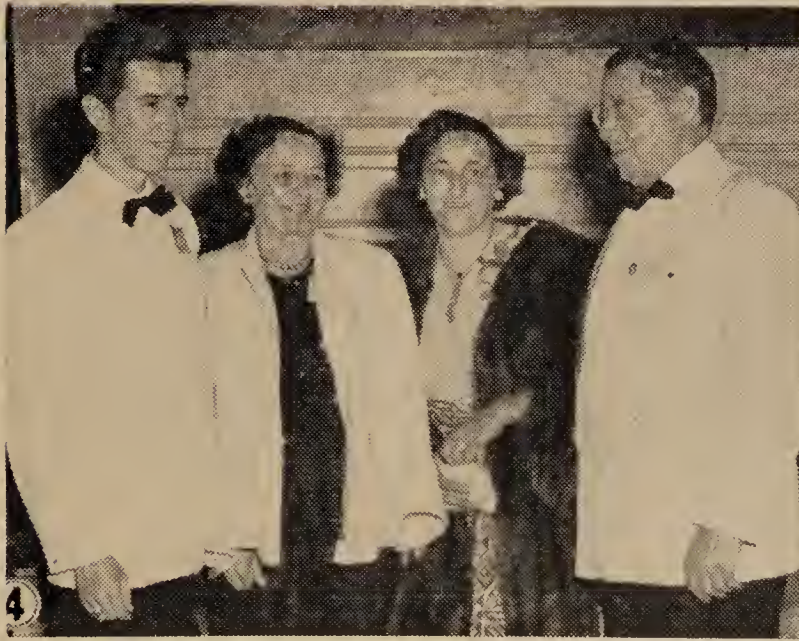




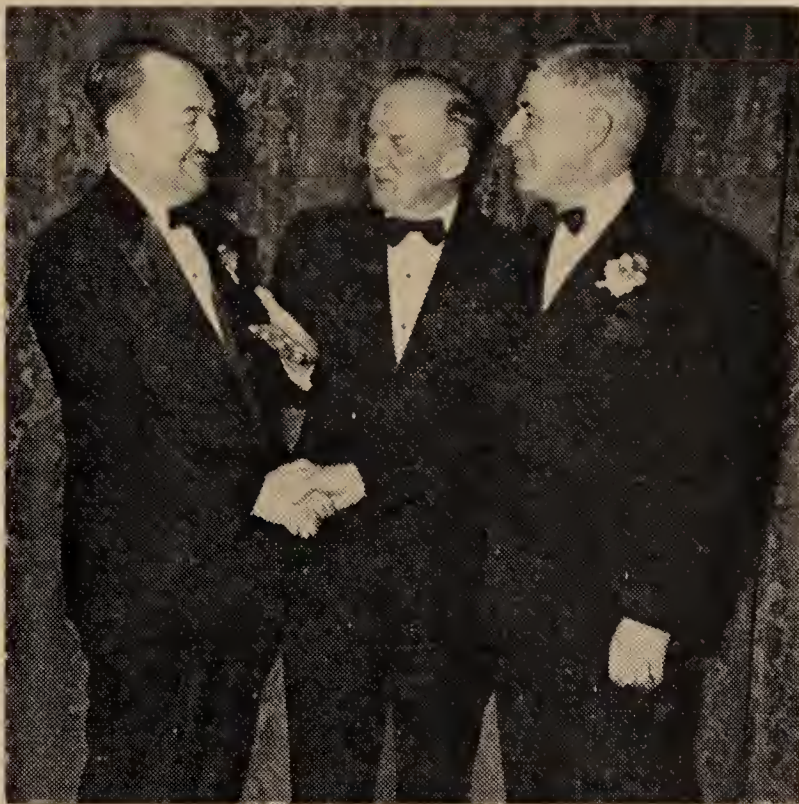
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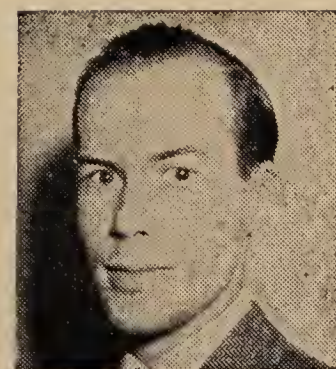
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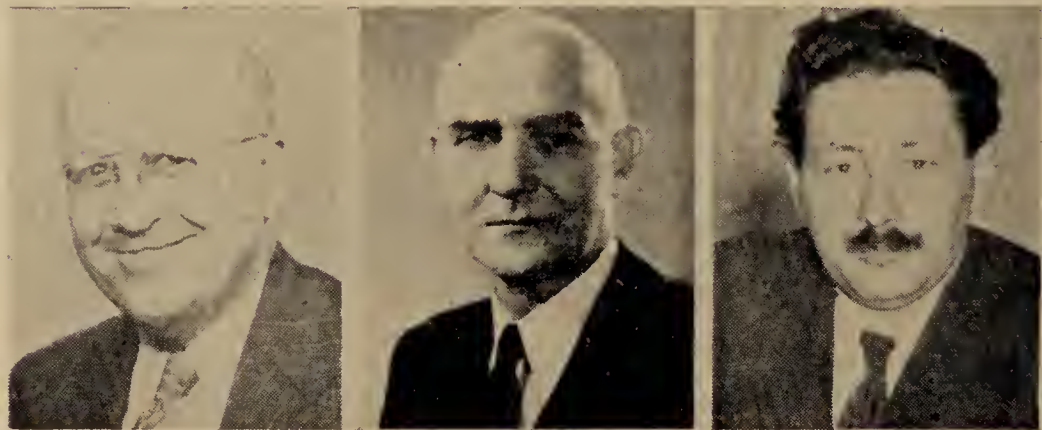


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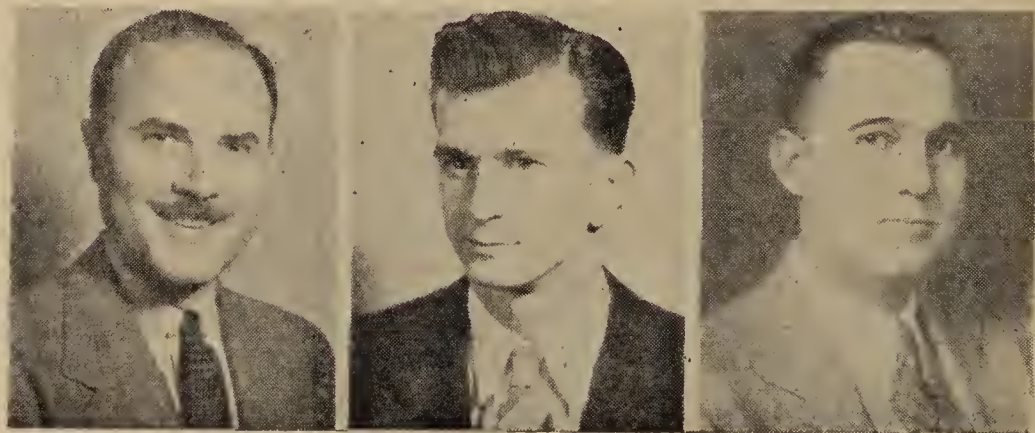


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## CONVENTION HIGHLIGHTS



G. Ewing and T. McCarthy, standing; J. Murphy, P. Kunkel, D. Zito, W. Dunphy, N. Hamerman, seated.



Dr. Bolles, Dr. Wimmer, Capt. James Roach



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